

FACULTY PHARMACY
 UNIVERSITY OF TORONTO
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The

JULY, 1921

RETAIL DRUGGIST

of Canada

Published by
The Commercial Press, Limited

51 Wellington Street West
Toronto

American Druggist
 62 West Broadway
 NEW YORK N.Y.



FELLOWS' SYRUP
HYPOPHOSPHITES

COMPOUND OF FELLOWS.

The Standard Tonic
for over Half a Century

Prescribed by Physicians all over the world, Fellows' Syrup of the Hypophosphites, in addition to being in constant and increasing demand, adds distinction to a chemist's show window. It is a symbol of progressiveness and reliability.

Fellows' Laxative Tablets "The Tablet with a Pedigree"

In two sizes, namely:
 Large bottles (containing 100 tablets)
 Small bottles (containing 40 tablets)

At all first class Chemists

Fellows Medical Mfg. Co., Inc.
NEW YORK, U. S. A.

Keep well corked in a cool place. Shake the bottle when a precipitate settles at the bottom.

Medicinal doses for an adult, one teaspoonful 3 or 4 times before, after, or during meals in a weakly or indigestible state. Doses for young persons in proportion.

READ CAREFULLY THE GENERAL DIRECTIONS IN CIRCULAR SURROUNDING EACH BOTTLE. PREPARED ONLY AND GUARANTEED BY THE FELLOWS MEDICAL MANUFACTURING CO., INC. NEW YORK, U.S.A. SUCCESSORS TO FELLOWS & CO. CHEMISTS. ST. JOHN, N. B.

REG. U.S. PAT. OFF.

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 PHARMACY

Bayer Gives "Free Goods"

On Tins of 12 Tablets and Bottles of 24 Tablets Only

$\frac{1}{2}$ Dozen Free with 3 Dozen—Less 5% Discount
1 Dozen Free with 6 Dozen—Less $7\frac{1}{2}\%$ Discount
2 Dozen Free with 12 Dozen—Less 10% Discount

Free goods are given in the size ordered. Buy to get the free goods and the discount, and more profit.

No risk! "Bayer Tablets of Aspirin are guaranteed to sell. If for any reason they do not move fast enough to suit you, send them back and get your money.



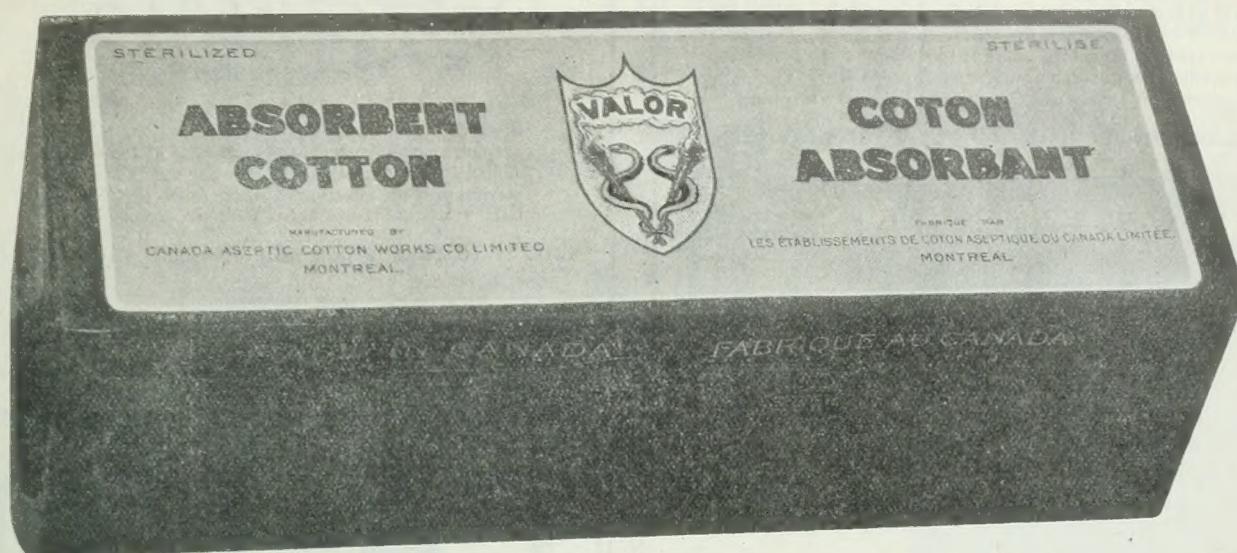
Bayer-Tablets of Aspirin



Aspirin is advertised in your own home newspapers and the magazines. You can share, without cost to you, in the business created by this big advertising campaign by showing a Bayer window display in colors. Write for it today.

THE BAYER COMPANY, Limited, WINDSOR, ONTARIO

Aspirin is the trade mark (registered in Canada) of Bayer Manufacture of Monoaceticacidester of Salicylic-acid. While it is well known that Aspirin means Bayer manufacture, to assist the public against imitations, the Tablets of Bayer Company will be stamped with their general trade mark, the "Bayer Cross."



WHEN you see the trade name "Valor" on a package you know that the contents are made in Canada by Canadian workmen and that by purchasing, you are encouraging Canadian industry.

This most assuredly will help restore the Canadian dollar to its 100% value.

Make up your mind to look for the word "Valor." "Valor is the trade name for chemically pure Ether, Chloroform, Ethyl Chloride, Nitrous Oxide, Oxygen, etc., etc. It also stands for the Highest Quality of Absorbent Cotton, Gauze, Bandages and other surgical dressings. We also manufacture Hypodermic Ampoules, etc.

CANADA CHEMICAL WORKS CO., LIMITED
MONTREAL.

Fairness Earns Public Support

Since 1914 some of the ingredients of "Chamberlain's Tablets" have increased in cost to four and five times pre-war prices. No change has been made in the selling price, or formula on this account—the same ingredients are used, and in the same proportion. Our policy has been fair. A steady and growing sale has been our reward.

Chamberlain Medicine Co. : Toronto

**CHAMBERLAIN'S
TABLETS** 25¢



"LAIT BEETHAM'S
Reg'd **Larola**"

is one of the most popular Toilet Preparations in England, and is specially suited to the extremes of the Canadian climate. It is invaluable for preserving the Skin and Complexion from the effects of exposure to the Sun, Frost, and Cold Winds, and always finds a ready sale wherever introduced.

ADD IT TO YOUR STOCK AND INCREASE YOUR PROFITS!

Sole Proprietors:

M. BEETHAM & SON - CHELTENHAM, England

"The *D & L*"
TRADE MARK

PRESCRIPTION 1920

Improved Hypophosphite Medication in two forms

WITH SUGAR

WITHOUT SUGAR

Large Size	\$12.00 per dozen
Medium Size	8.00 per dozen
Small Size	4.00 per dozen

Rapidly becoming the leading preparation of the Hypophosphites in use in Canada.

Extensive and continued sampling to Physicians has brought widespread and increasing response.

Obtain your share of these Prescriptions by ordering a quantity to-day. Address:

DAVIS & LAWRENCE CO.

MANUFACTURING PHARMACISTS

356 ST. ANTOINE STREET - - - MONTREAL

PA-MO Straw Hat Cleaner

Keeps the Straw White

*Just two cents and two
minutes to clean a hat*

Manufactured by

**The Lyman Bros. & Co., Limited
TORONTO**

**Place your orders NOW for the
season's supply.**



"Now I'm all right"



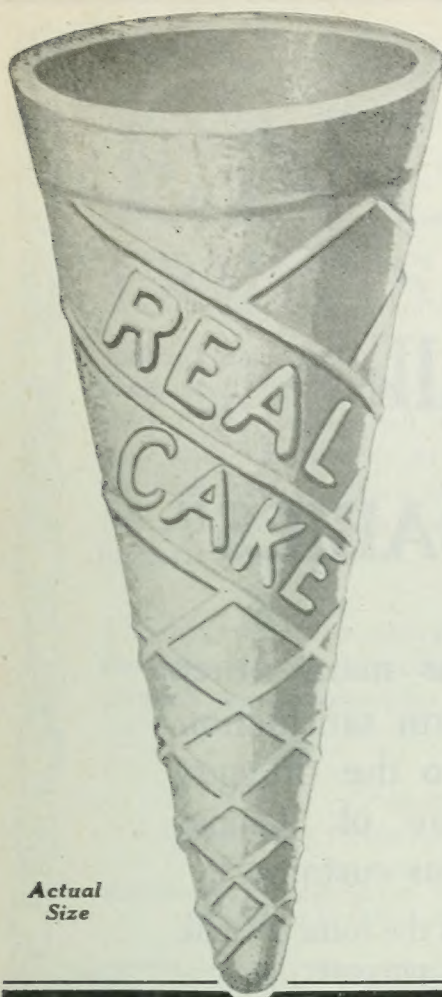
**"NORVIC" CREPE
BANDAGE**
(Reg'd)

SUPERIOR ENGLISH MANUFACTURE. FAST WOVEN EDGES

Extremely Elastic, but contains no rubber

Invaluable for binding. Displaces rubber and elastic web. More durable and one-third the cost. The Norwich Crepe Bandages, containing wool, will provide warmth, and do not absorb grease readily. Self-clinging and self-adjusting. Perfectly cleansed, sterilized, and resiliency entirely restored by washing in hot, soft water (with addition of a little soap). The edges will not fray out nor ravel. Made and supplied to the leading wholesale houses, neatly wrapped in labelled packages. Commended by the medical and nursing professions. Samples, prices, and full particulars are obtainable from:

THE NORWICH CRAPE COMPANY (1856), Limited, St. Augustine's Silk Mills, NORWICH, England
Messrs. Snider & Bossons, Winnipeg. Mr. I. A. Snider, 13 Leader Lane, Toronto.
Mr. F. J. Bossons, Terminal City Club, Vancouver.



Don't Drive Away Business

No matter how good your ice cream is, inferior cones drive away business.

The delicious flavor of the "Real Cake" Sugar Cone will help to increase your sales.

They are so packed that there is no spoilage and you receive them fresh and unbroken.

During the warm weather it will pay you to have a good stock of Real Cake Cones on hand.



"TWICESGOOD PACKING"
NO BROKEN CONES

Write us to-day for particulars.

Real Cake Cone Co., Ltd.
81 Jarvis Street - Toronto, Ont.

Used in Hundreds of Hospitals and Child Welfare Centres and Creches

DOCTOR . . .

L.R.C.P., L.R.C.S. Ed., L.F.P.S. Glas., etc., (Leeds), writes:—"Your Neave's Food is suiting our youngster admirably, for which we are very thankful. She was not doing well on cow's milk and water alone."

DOCTOR . . .

D.Sc. Ed., B.Sc., M.D., M.B., C.M., D.P.H. (Park Lane, W.), writes:—"I take every opportunity of recommending both your Milk Food and Cereal Food as the best scientific preparations where breast feeding is contra indicated."

YOU CAN SAFELY RECOMMEND

Neave's Foods

Their use is counselled by leading Doctors, Medical Papers and Institutions. "Neave's" is the oldest of all Infants' Foods and has been sold all over the World for nearly a century.

Sold in Tins Specially Packed for Canada.

Manufacturers:

JOSIAH R. NEAVE & CO., Fordingbridge, England

Agents for Canada: Stroyan-Dunwoody Co.,
305, Confederation Life Bldg., Winnipeg

Nearly 100 Years Established Reputation.

Gold Medals, London, 1900
1906 and 1914; also Paris.

A TORONTO MOTHER:

Mrs. J. W. Pateman, 34 Harriet St., Toronto, in writing about Neave's Food says "When I first knew one of my friends her baby Jack was eight months old and dying by inches. She had tried three Foods because her Jack could not digest milk. At last I fetched her a tin of Neave's Food. At the end of a month, Jack was rapidly gaining flesh and was bright and happy. He is a lovely boy now and she declares Neave's Food saved his life." And it did.

Selling to the Drug Trade

Goods not advertised lie dormant on the dealer's shelves. If you wish your goods given prominence in the retail drug stores in Canada, get in touch with our representatives for full information regarding space in

The Retail Druggist of Canada



The Super-Milk

"BUILDS BONNIE BABIES"

—but it is also so adaptable that it has many other uses. These varied uses---and the uniform satisfaction attending them---bring many customers to the druggist who is familiar with the true purpose of Glaxo and ready to pass the knowledge on to his customers.

Glaxo not only Builds Bonnie Babies but it is in the form of milk which, sooner or later, will be used for every milk purpose.

The range of Glaxo selling possibilities includes its use :

for Babies
Young Children
Invalids
The Aged

At the Table
In the Kitchen
When Camping Out
In rooms or Boarding House

Glaxo is destined to be one of your best-selling lines. We are doing our share with widespread newspaper and magazine publicity to promote this business, but the dealer who cashes-in to the fullest is the dealer who displays and pushes Glaxo in his own store---to his own trade.

Glaxo is sold in three sizes

Proprietors of GLAXO

Joseph Nathan & Co., Limited
 London and New Zealand



Sole Agents for Canada

Harold F. Ritchie & Co., Limited
 10 McCaul Street, Toronto

ENO'S Brings Health to Your FRUIT SALT Customers and Profit to You

Just as Good Health is your customers' greatest asset, so is **ENO** your greatest asset. If you stock **ENO** you can sell it with confidence that your stock will move quickly, for **ENO** customers are *satisfied* customers and know the value of a reputable article which has held universal favour for more than fifty years.

Are you ready to participate in the profits *created for you* by this ever-growing volume of **ENO** business?

The demand for this unrivalled Health Drink is increasing by leaps and bounds, for the great national **ENO** advertising campaign is daily creating new customers for progressive retailers all over the country.

Prepared only by

J. C. ENO, LTD., "Fruit Salt" Works, LONDON, England

Agents for North America:

HAROLD F. RITCHIE & CO., Limited, 10 McCaul St., TORONTO
Also at New York and Sydney, Australia



Quality Seeds Perfectly Blended

There's health and song for the cage bird in every packet of Spratt's Mixed Bird Seeds. Their many points of excellence mean a steadily increasing trade for the store that stocks them.

SPRATT'S MIXED BIRD SEED

SOLD ONLY IN 17 oz PACKETS

Canadian Agents:—

Quebec: F. Hughes & Co., 109 Place d'Youville, Montreal

Ontario: A. R. Y. Colclough, Room 203 Pacific Bldgs. 23 Scott Street, Toronto

Western Canada: Hamblin-Bereton Co., Ltd., Winnipeg

British Columbia: F. W. Kendrick & Co., 313 Carter Cotton Bldg., Vancouver

Maritime Provinces: H. Dickinson 167 Prince William Street, St. John's, N. B.

Spratt's Patent Limited, 24-5 Fenchurch St.
LONDON, E.C.3, ENGLAND



Insect Pests are Universal

KEATING'S

The World-Wide Insecticide

Generations of use in every part of the globe have proved its efficacy—no insect can live, once it comes into proper contact with Keatings, and as even the most careful home cannot escape insect pests such as

Flies
Fleas
Mosquitoes

Ants
Wasps
Beetles

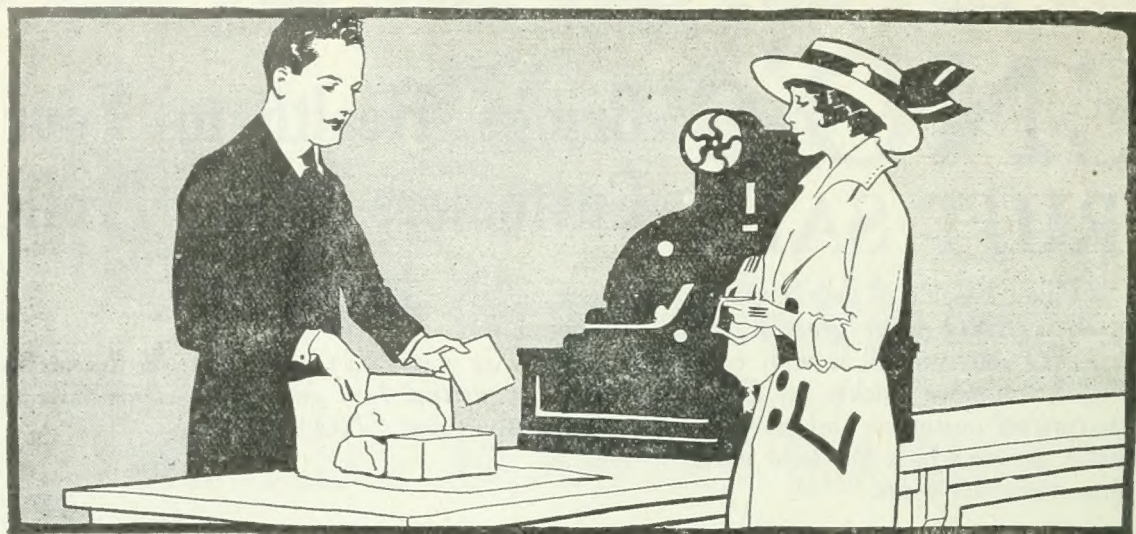
Bugs
Cockroaches
Moths, Etc.

it is an article in constant demand, and once used, its merits ensure repeat sales and steady, profitable trade.

Made by THOMAS KEATING, London, England
Established 1788

SOLE AGENTS FOR CANADA

Harold F. Ritchie & Company, Limited
10 McCaul Street, TORONTO



Give a receipt and get all your money

The right way to handle a sale

1. Collect the goods at the wrapping counter beside the register.
2. Tell the customer the price and get the money.
3. Register the sale.
4. Wrap the receipt in the parcel.
5. Give parcel and change to the customer.

The customer gets quick service.

The clerk gets credit for making the sale.

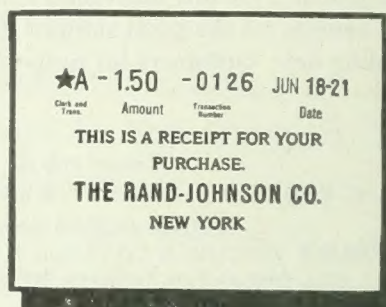
The merchant gets all of his profits.

We make cash registers for every line of business

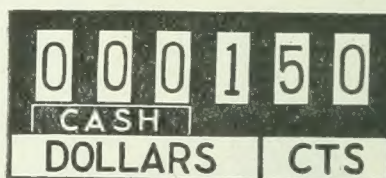
NATIONAL

CASH REGISTER CO.

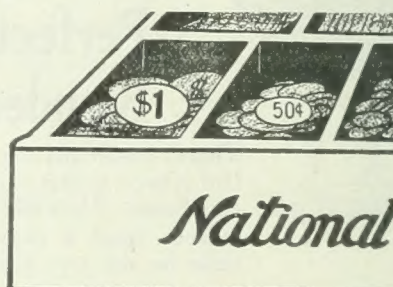
OF CANADA LIMITED



Wrap this receipt in the parcel



Get this receipt inside the register



And get all your money

Safe As Gibraltar



Keep a big stock or a stock of Pluto Water in sight. Use our window display. Many a customer in for a cigar, or a housewife in with a prescription, seeing a bottle of PLUTO, will remember that it was what the doctor ordered, or that the supply at home is exhausted.



Ask about our window display

Bottled by the
French Lick Springs Hotel Co.
French Lick, Ind.

The Home of Pluto

HAROLD F. RITCHIE & CO., LTD.
Agents and Distributors for Dominion of Canada

Buy

Ferber's Capsules

They are the Best

Your doctor prescribes them. Your customers insist upon getting them.

1500 VARIETIES

Large stocks for immediate delivery kept at our Canadian office.

Ask our representative to call, or write for price list and samples to

110 Church St., TORONTO
Phone Main 6196

ROBERT FERBER, LTD.

Manufacturing Chemists
98-104 Oakley St., Lambeth, London, S.E., Eng.

The Leading Line in Patents.

Beecham's Pills

Largest Sale of any Proprietary Medicine in the World.

The safest and best family medicine for Constipation, Sick Headache, Biliousness, etc.

Sell a customer Beecham's Pills once, and you make that customer a steady one—steady sales mean a continual profit for you.

In boxes, 25c. and 50c.

Prepared by the Proprietor, THOMAS BEECHAM, St. Helens, England.

HAROLD F. RITCHIE & CO., LTD., Sole Agents, TORONTO, ONT. CANADA.

Appeal to Your Customers

What appeals more to your customers than to have delicious fruit syrups and crushed fruit of the highest quality served with their ice cream. It follows that inferior quality goods play havoc with your trade.

“TRUE FRUIT”

Syrups and Crushed Fruits

delight your customers and build new business.

Every little touch of quality adds so much to your reputation.

If you are interested in building a first class trade, write for our revised price list and formula book to-day.

J. Hungerford Smith Co.

LIMITED

19-27 ALICE STREET
TORONTO, ONTARIO

ONTARIO COLLEGE OF PHARMACY CELEBRATES ITS GOLDEN JUBILEE

Memorial service opens week of business---Immense success of celebration---
Unveil tablet to brave dead---Inspiring address by Rev. W. A. Cameron.

THE largest gathering of retail druggists ever brought together in Canada was that which attended the joint Golden Jubilee of the Ontario College of Pharmacy and the third annual convention of the Ontario Retail Druggists' Association in Toronto on June 13, 14 and 15.

The scene of the gathering was the Prince George Hotel, which was made the headquarters for the pharmacists during these days.

The colors of the College—red, yellow and black—were prominent in the decorations at the Prince George, and the autos of the local fraternity also bore pennants of these colors.

Fully 500 druggists and friends were present at the opening ceremonies on Monday afternoon, June 13, when, in the Convention Hall, the unveiling of the memorial tablet to the graduates of the College who had offered their lives in defence of freedom and liberty, was unveiled.

The Memorial Service.

Owing to the absence of the College President, Major C. T. Adams, Alex. Stewart, of Guelph, acted as chairman of the gathering. After a few preliminary remarks by the chairman, welcoming so many of the graduates of the O. C. P., and the singing by the assemblage of "O God Our Help in Ages Past," Brigadier-General Gunn, D. S. O., drew the cord which released the covering from the tablet, saying at the same time, "To the glory of God and in memory of these brave men, I unveil this tablet."

Rev. Captain T. Crawford Brown said the prayer, and Chairman Stewart read the names of the fallen, speaking feelingly of their memory and of what they had done.

The memorial address was delivered by Rev. Captain W. A. Cameron, B. A., who considered it an honor and a privilege to speak on the occasion. "You do well," said Capt. Cameron, "to perpetuate the names of these brave men in bronze, but these men have already woven their names through the very fabric of humanity." Quoting from Edmund Burke the phrase that "society was a contract with the past, the present and the future," as the three parties. Mr. Cameron said, "these lads kept their contract with the past—with Nelson and Wellington—with the future and with us."

Incidents in the life of the soldier at the front were told. Of their bravery; of their trust in God—the Wesleyan chaplain and the Catholic priest who lost their lives in obeying the orders of their "Higher Command," and the faith of the British sailor who was killed because he would not accept the faith of Islam.

If these men could speak to us to-day they would say: "Be brave; do not weep for us; be true to our ideals and hope in God."

From Those Who Were Not There.

Letters of regret were received from Premier Drury, Attorney-General Raney, Gen. Rennie, J. A. Stewart, M. P., Sir Robt. Falconer, Prof. J. B. Reynolds, Fred J. Wulling, Dean of Pharmacy, Minnesota University, Willis G. Gregory, Dean of Pharmacy, University of Buffalo; Theo. J. Bradley, Dean of Massachusetts College of Pharmacy; Chas. Howall, Dean of Philadelphia College of Pharmacy; Prof. Jno. W. Lloyd, Cincinnati College of Pharmacy.

The bronze tablet which will be erected in the Ontario College of Pharmacy, is a beautiful piece of art, six feet high, by about four feet wide. It contains the names of some 366 graduates of the College who enlisted in the world war overseas. In the centre are the names of 28 of these who fell in battle. The crest of the college surmounts the tablet with 1914-1918 on either side. Below this is the inscription, "In honor of those who went from the Ontario College of Pharmacy to serve in the great war, and to perpetuate the memory of those who, fighting so bravely, fell." Then follows the names. At the bottom is the biblical motto: "Greater love hath no man than this: that a man lay down his life for his friends."



O.C.P. Building, alma mater of the greatest number of Canadian pharmacists when Golden Jubilee was fittingly celebrated.

THE RETAIL DRUGGIST OF CANADA.



Jones Bros. Sectional Drug Equipment

One hundred per cent. efficient from the hundreds of devices for service incorporated in the New Way System of Units.

One hundred per cent. beautiful from the design, the carefully selected material and the craftsmanship of construction.

The original Unit System—copied but never equalled.

SEND FOR CATALOGUE.

JONES BROS.

AND CO., LIMITED

29-31 Adelaide St. West, Toronto

Drug Store Builders

O. C. P. GRADUATES FORM ALUMNI

Reunion of former O. C. P. students talk business and make permanent results of conference
Illuminated address presented to Dean Heebner--Prof. Shuttleworth reads historical paper

THE morning session of Wednesday, June 15 was given over to a grand reunion of Ontario College of Pharmacy graduates. Alex. Stewart, of the College Council, was chairman of the meeting, and in welcoming all the old pupils, said he was very pleased to see so many of them present. With him on the platform were: Dr. E. B. Shuttleworth, Dean Heebner, Vice-President B. Griffin and Prof. Army, of New York.

Dr. Shuttleworth, first dean of the Ontario College of Pharmacy, read a splendidly prepared paper on "The Founding of the College," which was listened to with rapt attention.

It is nearly 60 years since he (Dr. Shuttleworth) first took an interest in pharmacy, and of the men who were then actively interested in pharmacy legislation, he is the only one living today. He told of life in Ontario during the period 1759 to 1783, when this province was a veritable wilderness. The Doctor traced legislation affecting pharmacy during the early days down to the present.

In 1788 the law of this country prohibited persons selling or compounding medicines for gain, except when properly qualified to do so, under a fine of 25 pounds for the first offence, 50 pounds for a second, and 100 pounds for a third. After that a person was liable to a three-month's term in jail. These were the penalties enforced under the first Act passed in this country, which then included both Ontario and Quebec. These regulations, too, placed the vending of drugs in the hands of doctors up to 1871, when the Ontario Pharmacy Act was adopted.

An Early Toronto Drug Store.

Dr. Shuttleworth here gave some interesting reminiscences of early Toronto days. In 1836 there stood where the convention hall was now located an apothecary shop kept by Joseph Beckett, which was commented on by visitors to Toronto and found its way into some books of travel.

The rest of the Doctor's paper had to do with a review of the incidents in connection with the securing of the Pharmacy Act in 1871; of the founding of the College and its early struggles, and its history down to to-day.

The first endeavor was a small gathering in a private house to study chemistry. Instruction was gratis. Next a student's department was conducted in the Journal. Then, up to 1882, private classes were conducted, which numbered as high as 75 students.

What Prof. Shuttleworth Had Done.

The first O. C. P. school was organized in 1882, on Scott street, with Dean Shuttleworth, and Messrs. Rose, Robinson, Symthe and Montgomery as the staff. The present College site was acquired

in 1885, and next year the new building was opened.

At its conclusion Mr. Stewart, on behalf of the gathering, thanked Dr. Shuttleworth for his splendid paper. N. C. Polson, as a co-laborer with Dr. Shuttleworth, told the assemblage that the Doctor was too modest in giving the credit to others. His was the guiding hand through the troublesome times and his the enthusiasm which carried through the project which has placed the O. C. P. on such a firm and secure foundation.

Mr. Polson himself had been twelve years on the council and he had been familiar with all matters coming before it, and he wished to say that it didn't matter what other men did, Dr. Shuttleworth was the man who is responsible for the high standing of the College today. He deserved a very high place in the annals of pharmacy when they came to be written.

A Little Surprise Party.

A pleasant little surprise party stunt was pulled off when Vice-Chairman Griffin of the Council, arose and said that before taking up the next item on the program he had a few words to say on behalf of the graduates of the College. This year was the 30th anniversary of Dean Heebner's coming amongst us and in commemoration of the event the boys wished to tender the Dean an illuminated address.

Dean Heebner was taken completely by surprise, so much so that he broke down in his talk when thanking the graduates, and was com-



Prof. Shuttleworth whose address was a revelation of historical conditions leading up to present day pharmacy

pelled to take a few moments to compose himself.

The jubilee, he said, was a great success. The reading of the address brought to him mingled feelings of joy and sorrow. He had put in 30 years of hard work, but there was the comfort that he had been able to help so many young men through the College. He loved his boys and was wrapped up in his work. He was accused of being "wedded to the College," and he must prove guilty to the charge.

If any mistakes seemed apparent he wanted all to know that they were mistakes of the head and not of the heart. He felt a sense of comfort this morning and wanted to thank Vice-President Griffin and through him all the graduates for their eloquent tribute to his work. He would always help uphold the honor of the College.

Last night he thought his cup of happiness was filled, but he must say it was overflowing this morning. In listening to Dr. Shuttleworth's paper



Prof. Heebner whose services were recognized in the illuminated address tendered him at Jubilee.

and its telling of the hardships and difficulties of the early days he felt that the foundations of the College had been so well laid that its present success was possible.

Mentioning the attempts made in Parliament to break up the Pharmacy Act, the Dean called on all pharmacists to rise and defend their just rights; and he asked all the young men who are now passing through the College to accept their responsibility and see that the work so well undertaken by the older men was continued and carried on.

Dean Heebner here undertook a little quiz class, making some apt remarks about Mr. Hus-

ton, who took a pharmacy course in New York, but came back to take the O. C. P. course in '84. Malley, the champion wrestler of last year, also came in for some banter; as did also the first banquet in '95, the Victory class of 1920 which turned out hockey champions, and the 1901 class which proved their prowess on the soccer field.

Wm. Harrison thanked both Dean Heebner and Prof. Shuttleworth for their addresses, hoping they would continue to hold high the torch of pharmacy and help the young men.

There was another matter he wished to mention—it was the forming of an alumni association. He knew of nothing that would develop the business and social side of the College as would an alumni of all graduates. It would develop a stronger college spirit and get us closer to the Provincial University.

An Alumni Association Formed.

Mr. Leslie of the '20 class, believed a closer union of O. C. P. graduates would establish an esprit-de-corps that would be well worth while. It could, as a matter of fact, insist on the prohibition of all political interference with pharmacy legislation. He moved that this meeting organize itself into an alumni association and elect officers immediately.

Mr. Meek, Toronto, seconded the resolution, which, when put, was carried unanimously.

A committee appointed to draft a set of officers reported the following:

Honorary Presidents—Prof. E. B. Shuttleworth and Dean Heebner.

President—A. R. Payne.

Vice-President—Harold Parke, Hamilton.

Secretary—W. G. Becker, Toronto.

Treasurer—W. B. Graham, Toronto.

Executive—Roy Cairncross, London; C. B. Smith, Sault Ste. Marie; E. A. Rea, Woodstock; W. Harrison, Toronto; M.R. McFarlane, Almonte; W. J. Lucas, Toronto.

Dr. Army in a brief talk, told of the tremendous value of an alumni. It had made the Philadelphia College of Pharmacy known all over America and it would do good to the O. C. P. He wished the new alumni good luck and God speed.

CLASSMATES' LUNCHEON.

A "Classmates' luncheon" was the noonday function, following the graduates' reunion meeting, Bingham's down-town restaurant being the dining place. A pleasing feature of this function was the arrangement of the seating accommodation by which the various classes were grouped at separate tables, thus bringing together all the boys of the various graduating years.

O. C. P. COUNCIL OF 1871.

Benjamin Lyman, President

J. W. Bickle, Vice-President

William Saunders William Elliott

E. B. Shuttleworth J. Roberts

Hugh Miller Geo. Hodgetts

J. C. Holden F. Brendon

H. J. Rose W. H. Dunspaugh

E. H. Parker

Registrar—Henry J. Rose

O. C. P. COUNCIL OF 1921

Clarence T. Adams, President

Burwell Griffin, Vice-President

Henry Watters

J. Herb Brownlee J. F. Roberts

Frank J. Hoag J. E. McLellan

George E. Gibbard J. H. H. Jury

Frank M. Haffey T. P. Hartley

Alexander Stewart Andrew B. Johnston

Registrar—W. B. Graham

ONTARIO ASSOCIATION STARTS CONVENTION

President Hoag covers work since last meeting--Secretary Jacobs puts in fine financial statement--Appointing convention committees--Frank Stockdale speaks on Merchandising

The official opening of the third annual convention of the Ontario Retail Druggists Association took place in Convention Hall on Tuesday morning, June 14, President F. J. Hoag of Kingston welcomed the visiting druggists not only to the convention, but also to the Jubilee celebration of the College.

Mr Hoag said he had prepared a splendid address for this convention. In fact, it was the best he had ever got ready, but Secretary Jacobs told him to go light on his remarks, else he would get a reputation for talking too much.

There were, however, two of three things he wished to draw attention to. Looking over the vast gathering before him he felt that the great majority of the Pharmacists of Ontario were interested in the association of which all present were members and he knew that these members of the Q. R. D. A. represented the bone and sinew of the profession.

There had been several important matters in the nature of legislation before us in the past few years, especially in the Federal arena, and these had been looked after by our officers and by our friend J. A. Stewart, M. P. for Lanark.

Another matter I wish to mention is the attitude of some of our druggists in looking upon their competing fellow druggists as enemies. In my own home town of Kingston the best friends I have are my fellow druggists in the city.

We should regard our fellow druggists as friends, not as enemies, and I would urge all druggists present who feel aggrieved against their competitors to go back home and try to make friends of these men. That is to my mind the best thing to do.

And now a word about the work of your officers. Organization must come from your district committees. The Executive cannot do all the work. Let the district representatives call a meeting once or twice in the year to thoroughly organize their members and a big help will accrue to the officers of the association.

President Hoag thanked Secretary Jacobs for the assistance he had always rendered himself and his predecessor. He thanked also Solicitor Mearns and all those who had contributed towards making the present convention and jubilee such a great success.

LAST YEAR'S MINUTES CONCURRED IN.

The minutes of the 1920 convention in September last were distributed among all present in typewritten form. These, on motion of Messrs. Weigel and Taylor, were adopted.

FINANCIAL STATEMENT.

The financial statement presented by F. A. Jacobs, Secty. Treas. showed total receipts to date including \$3,444.64 on hand at last convention \$6,881.11

The year's expenses were:	
Typewriting of letters and postage.	281.99
Stationery.	29.63
Postage--Secretary.	20.00
Phone & Telegraph Charges.	3.30
Ottawa Deputation re Sales Tax.	70.50
Expense in connection with drafts.	75.50
Expense re last year's Convention.	75.26
Expense re Jubilee	295.59
Executive Meetings--Two.	412.43
District Meetings.	23.63
Secretary's Presentation.	300.00
Solicitor's Retainer.	600.00
Sundry Items.	52.30
	2270.23

Leaving a balance of cash on hand June 13th. 4,610.88

AUDITOR'S REPORT.

The financial statement as presented by the Secretary, said Wm. Wright, was really an auditor's report. All he and Mr. Payne had to do was to check over the items and

(Continued on page 21)



The new President, P. T. McGibbon, Sarnia. Hard-working Secretary, F. A. Jacobs, Toronto. Retiring President, F. J. Hoag, Kingston.



A Brief History of

THE Abbot Laboratories was established in 1892, and its first undertaking was the manufacture of active principle granules, and for a time this was its exclusive business, but its scope has broadened with volume until at the present time the Company manufactures an extensive line of definite positive preparations, sufficient to meet practically all of the needs of every medical practitioner, and meets all the necessary requirements of the entire drug trade. The Abbott Laboratories still manufacture the active principle granules, and its output includes a very large line of tablets and pills, and the most desirable fluid preparations, as well as effervescent saline salts, ointments, bogies, suppositories, etc.

NOW HAVE OVER 400 EMPLOYEES

The single employee of 1892 has now become over four hundred, and among them are included many trained workers in scientific, technical and business administrative branches. The executive staff of the Company is composed of over a dozen physicians, and as many more chemists, pharmacists and pharmacologists. These men were trained in the best institutions in England and America, being graduates of such institutions as Durham University, England King's College, London, Harvard University, Columbia University, University of Michigan, University of Illinois, Ohio State University and University of Copenhagen, Denmark. Among these we have perhaps the largest scientific faculty in proportion to our size carried by any pharmaceutical house in the world.

While it is apparently only a few years since Dr. W. C. Abbott founded this great enterprise, yet the Abbott Laboratories is known to every physician, druggist and jobber in this country and in the United States, and to a very large part abroad.

FIRST NAME OUTGROWN

The first incorporated name of the present organization

was the "Abbott Alkaloidal Co." but owing to progressive ideas of the organization and the desire on the part of Dr. Abbott and his associates to give to the drug trade and physicians the best and most dependable medicinal preparations, this name was rapidly outgrown, so to speak. As a name, "The Abbott Alkaloidal Co." was no longer suited to the scientific advances which this organization had made, and therefore the name was changed to the "Abbott Laboratories", under which the business is now operated.

Prior to the war, about ninety percent of the medicinal chemicals used in Canada and the United States was imported from Germany, and early in 1915 the shortage became so great as to be a serious menace to public health. The Abbott Laboratories was one of the first to bend its energies toward relieving this condition. Such preparations as Novocaine, Veronal and Atophan were practically controlled by German Manufacturers.

The Abbott Laboratories was the first firm to take up the manufacture of the famous Dakin line of antiseptics, which includes Dichloramine-T the Chlorazene products and Halazone. The method of treating burns with Parresine Wax Dressing is one of the more recent products made available in this country by the Abbott Laboratories. Our synthetic department is better and has evolved more medicinals than any other pharmaceutical house in the United States or Canada, and within a short time its output will be double.

MORE THAN 1300 PREPARATIONS MADE

In the Company's price list more than thirteen hundred preparations will be found, and the line is being considerably increased and thus affords a splendid list of medical and pharmaceutical preparations for the use of the druggists and physicians.

The Abbott Laboratories does not imitate but origin-

Three Seasonal Suggestions---

Stock these for the Summer Months

THE ABBOTT LABORATORIES

the Abbott Laboratories

ates. Especially during the past six years The Abbott Laboratories has made a special effort to aid the medical profession and the drug trade by the production of fine synthetic chemicals. A trained staff of research men is employed exclusively in this work, and every possible attempt is made to produce a line of remedies in which every druggist and physician may take pride. The synthetic research department has given unbended energy to their work and as a result, The Abbott Laboratories has been able to manufacture the best of local anesthetics, antiseptics, hypnotics and sedatives, uric acid eliminants and antispasmodics. Among the local anesthetics in which the Abbott Laboratories takes great pride, is the new preparation "Butyn", which is just about ready to be marketed; Procaine, the most widely used of local anesthetics, and Anesthesin.

MANY ANTISEPTICS MANUFACTURED

The most important advance in antiseptics within recent years came during the war, when Dr. H. D. Dakin developed the use of organic chloramines.

Chlorazene, Dichloramine-T and Halazone, the Chloramines, are of great value in the treatment of severe wounds and their uses have found wide application. In addition to the Chloramine of antiseptics, The Abbott Laboratories prepare and market Acriflavine, Proflavine and Argyn. The Flavines were first introduced by Ehrlich, but their clinical use was the most thoroughly studied by Browning, an Englishman. Acriflavine is in both powder and tablet form. Argyn, our new silver salt, is readily soluble in water and contains about 25 percent of silver. Lastly among our leading antiseptics we find the Sulphocarbolates, which are used as intestinal disinfectants.

Our progress in hypnotics and sedatives is most marked by Barbitol, which was introduced as veronal, and Barbitol Sodium. Both of these have the same

uses, and are hypnotic sedative remedies of low toxicity and of utility in many conditions.

Cinchophen, manufactured by the Abbott Laboratories was introduced as Atophan, and is known as Phenylcinchoninic Acid. The Abbott Laboratories has made this compound one of its specialties, and wishes to call attention to the superior qualities of this product.

FULLY EQUIPPED BRANCH AT TORONTO.

About a year ago a fully equipped office and warehouses of the Abbott Laboratories were opened in Toronto, Ont., for the convenience of the drug trade. At the Toronto office a complete line of our products is carried, and is ready for immediate distribution. The demand in Canada for the Abbott preparations had been steadily increasing and this step was taken in order that the needs of the drug trade and the medical profession in Canada could be better served.

The Abbott Laboratories have long maintained a policy of helpful advertising and promotion, especially with reference to the uses and properties of its preparations and products, and we have on hand many descriptive booklets which give full information concerning our preparations and their uses, and these are available to any one in the drug trade, and will be supplied for the asking. Our entire organization is at the service of the drug trade. No pharmaceutical house has made as much progress in the last five years as the Abbott Laboratories, and it has taken the lead in presenting to the drug trade and the medical profession the best products on the market. To-day, measured by the standing and progress of the past, the outlook for the future expansion and development is brilliant. Our trademark is "Purity and Accuracy Guaranteed". It means what it stands for and stands for what it means. We will do our best to serve the drug trade throughout Canada.

SALINE LAXATIVE INTESTINAL ANTISEPTIC GALACTENZME

57 Colborne St., TORONTO, ONT.

STICK BLACKSTONE 10c

No doubt you have seen this sign over and over again
time, and that every dealer should take advantage

*Twelve Reasons why the Retail Drug Trade of C
STONE CIGARS. If you haven't read the reasons*

REASON No. 9

When you recommend a line of goods that has real merit behind
it, you play safe, whether the goods have been advertised or not.

Customers cannot hold against you a feeling they have been "stung."

When you are offered a line like "BLACKSTONE" cigars,
which not only has sterling merit but has been advertised in a big
national way, you are following the SOUNDEST lines in retail
merchandising.

You recommend "BLACKSTONE" to a customer. At once
he remembers having seen it advertised, and he is interested.
After he has smoked it, he is pleased with the purchase.

Pleased customers make retailing profitable.

THE GENERAL CIGAR

137 McGill Street -

K TO NE CIGARS

They are Safe

n. Do you realize that it is working for you all the
of the trade it creates. Look over your stock now.

Canada should stock and push the sale of BLACK-
s in previous issues get back numbers and do so.

Reason No. 10

Increased sales mean satisfied customers.

The sale of "Blackstone" cigars have increased by 100 per
cent in the ~~last~~ year.

Why?

Simply because the public like this cigar.

Are you getting your share of this increase?

If you stock this line and recommend it freely to your customers
you will get your share of this trade.

GAR CO., LIMITED

MONTREAL, CAN.



The Evolution of The Drug Store

Even to-day lots of us can recall the Drug Store as it used to be—a place of tinctures and fluid extracts and mysterious compounds, over which hung odors always associated with unpleasant doses and sick rooms.

But to-day, the modern Drug Store is a fascinating emporium of fragrant perfumes, delicious chocolates, refreshing beverages, alluring toilet goods, and "a hundred and one things to tempt the buyer."

The druggist of to-day is a chemist and pharmacist and he is also a broad-gauge merchant who is ever on the lookout for specialties of an established reputation whose makers prove their faith in the quality of their goods by consistent and persistent advertising.

To such druggists



is a profitable specialty which shows satisfactory sales steadily throughout the year.

Every druggist who is ambitious for more business and more profits will find the Waterman's Ideal Fountain Pen of helpful service.

Write us for illustrated catalogue and prices to the trade.

L. E. Waterman Company, Limited

179 ST. JAMES STREET

- MONTREAL

Confectionery

HOW FLOWERS HELP OUT THE SALE OF CANDY

Weber's Drug Store, Peterborough, have found that their flower department also helped candy sales.

THIS is a fact that F. C. Weber has proved in his store since taking up the idea of having a flower section. Of course, he has done things to make it so.

The flower section is along the right end of the store and he has glass cases arranged facing the flower department so that anyone coming in to buy flowers cannot fail to see the candies that are on display.

As we mentioned in the article about the phonograph section in his store, it is making use of the combination sales idea.

Mr. Weber says: "The flower department attracts the kind of trade into my store that I want. It is different with the class attracted by an ice-cream parlor. The latter class come in and buy ice-cream and nothing more; but those who come in for flowers have the money for other things, and if they see anything that is attractive to them they buy it.

"Young men who come in for flowers for their best girl, nearly always buy a box of chocolates and so on with other customers."

Growth in the Candy Section.

When he first started to sell candies it was a venturesome purchase of a small stock, but it has now grown to be a regular department of his store.

The candies are remarkably well displayed, both in the window and in glass show cases in the interior of the store. We are reproducing one of the window displays that was dressed recently.

Mr. Weber's store is remarkably well fitted for departmentization. It has a very long frontage on the street with two entrance doors and three large display windows. Because of this long frontage it is an ideal store for the various sections to which Mr. Weber is devoting his business.

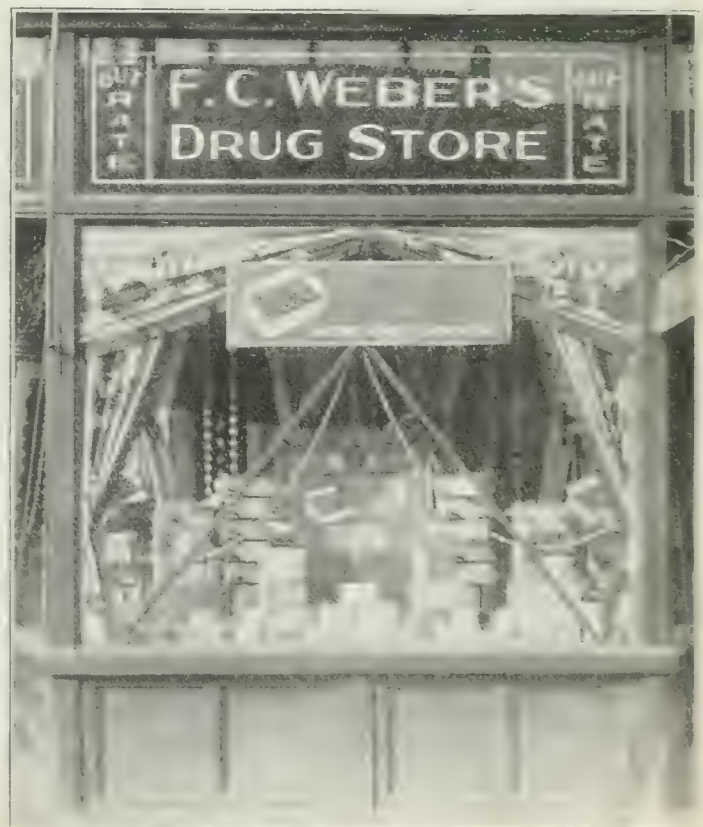
the following as members of the various convention committees :

Question Box Committee—Messrs. Gibbard, Mearns and Jacobs.

Nominating Committee—Messrs T. P. Hartley, T. E. McLellan. Dr. Chown. Col. Malley. A. E. Drury. C. B. Smith, C. A. Lanspeary, and Secretary Jacobs.

Resolutions Committee—T. E. McLellan, John Shurie, and Art. Payne.

The rest of the morning was given over to Frank Stockdale, of the Retail Merchants' Institute, Chicago, who delivered a strikingly brilliant talk on merchandising in the drug store.



By making the right kind of window display the Weber drug store is able to make many added candy sales.

ONTARIO ASSOCIATION STARTS CONVENTION.

(Continued from page 15)

report they were correct. As auditors they had received vouchers for all payments, even for the postage stamps.

The president on suggestion from the meeting appointed

GETTING DOWN TO BUSINESS

O. R. D. A. discuss matters of moment to the profession---Legislative matters affecting Pharmacy---Narcotic Act, Alcohol and Sales Tax came in for discussion---some resolutions---new officers.

WHEN President Hoag called the convention to order on Wednesday afternoon, June 15th, there was quite a lengthy agenda.

Secretary Jacobs gave his annual report very briefly. He stated that the fees collected so far this year were above those of last year, and that now there were 670 members in good standing in the Association. He thought we should pull up

to eight or nine hundred by next year, then it would not be so hard getting the remainder of the thirteen hundred pharmacists of the province.

The work of the secretary's office was light during the year. Package medicines and one or two other small items were the only pressing demands made upon him.

Legal Matters Affecting Pharmacy.

Solicitor F. S. Mearns presented the Legislation Committee's report by discussing verbally the work of the year. Like the rest of the speakers he was overcome with the success of the convention. As solicitor for the Association he had to keep in mind the matters of the O. R. D. A. But he also represented the O. C. P. and the C. Ph. A., and these sometimes overlapped.

So far as pharmacy legislation is concerned it centered largely at Ottawa. There were three things of a legislative nature that interested us---the Patent and Proprietary Medicine Act, the Opium and Narcotic Drugs Act, and the sales tax and tax on alcohol.

The Proprietary and Patent Medicine Act has not been amended since 1919. Two changes or amendments are necessary. These changes should be made and would be if a solution is properly presented.

The Opium and Narcotic Drugs Act was discussed by a deputation sent to Ottawa, who asked for relief in some of the restrictions covering the use of these drugs. Now certain small quantities may be used in prescriptions under careful supervision.

The Act is linked up with the Harrison law, and some exemptions have been put into the Act. Prescriptions though, to be again filled, must be rewritten by the physician.

Sales Tax and Alcohol Tax.

On the tax sales question there was recently settled in the Exchequer Court at Ottawa a case in which the judgment was rendered that a retailer was not a manufacturer. The meaning of retailer and manufacturer was defined, a manufacturer being one who produces by labor on a large scale, but a retailer could not be classed as such, because he manufactured in a small way articles sold in his own store.

There was some mist hanging over the tax on alcohol. The \$9 charge per proof gallon means that it is prohibitive, and druggists will be unable to put up their own tinctures or extracts. Something should be done to amend this condition and he suggested to the President of the C. Ph. A. taking up the matter at its convention.

Coming to Ontario legislative matters, things had been quiet. He, Mr. Mearns, had acted as solicitor of the college since 1901, following Senator Kerr and E. T. Malone. He mentioned the changes that had been made to the Pharmacy Act in 1905, and succeeding years up to 1911, when the various amendments were consolidated in the

MARY ANNE CHOCOLATES

Why not stock this fast-selling line of chocolates?

5 WONDERFUL BOXES

Assorted Fruits
Assorted Cream Centres
Assorted Nuts
Assorted Hard Centres
Assorted Marshmallows

The Savoy Candy Co., Ltd.

TORONTO, ONT.

Warning to Chemists

The original Dr. Ridge's Food is manufactured only at The Royal Food Mills, London N., England.

Wholesalers and retailers should bear this in mind when ordering, and beware of imitations. Dr. Ridge's Food has over fifty years reputation and is recommended by Doctors, Nurses and Mothers in all parts of the world.

Dr. Ridge's Food makes milk more digestible and nourishing and is invaluable for Infants, Growing Children, Invalids and the Aged.

The demand for Dr. Ridge's Food is rapidly increasing, and every store should hold a stock, but it must be the genuine---The Dr. Ridge's Food manufactured at The Royal Food Mills, London, N., England.

Act. The present Act was greatly changed from the original one. A few more amendments were necessary, one of them dealing with narcotics. Our Provincial law is much more stringent than the Dominion Act.

A matter of interest taken up since the last convention was the giving of managers of drug stores the right to vote at Council elections, and changing the fees in this regard.

A bill presented at the Legislature relating to professional engineers classing themselves as chemists was objected to and held over for amendment.

Mr. Mearns pleaded for more co-operation if we are to exist. It is sometimes wise to yield our opinions on small matters to get the help of those who can assist us in the larger objects.

On motion of Messrs. Roberts and Mitchell, the address of Mr. Mearns was referred to the Legislative Committee to take whatever action may be necessary to insure the best interests of the profession.

P. T. McGibbon presented the report of the Committee on Constitution and By-laws, which was discussed clause by clause and the changes adopted on motion of Messrs. Malley and Jury.

Voice From the East.

J. E. Tremble, Montreal, noted that many of the speakers dealt in cycles of years, so he would adopt the same course. It will be 40 years next September since he started in the drug business. He was attending school at the time, but getting sick of studying geometry and greek, he had a longing for any business that would get him away from it.

He was living in St. Mary's, Ontario, where lived also a number of other prominent men, and got his first job in a drug store. After a month of sweeping up and doing the odd rough work about the place, he decided to go back to school, took a course at the O. C. P., went into business in 1882, moved to Toronto in 1886, was in London for a month, then to Montreal, where, after five years, he started in business for himself, and has been at it ever since.

He noted that quite a large percentage of dispensers in Montreal were graduates of the O. C. P.

Mr. Tremble felt that when he was elected president of the C. Ph. A. he was honored beyond his deserts. He invited as many as possible who could attend the convention in St. John in August to do so.

Some druggists may consider the C. Ph. A. unnecessary, but after the address of Mr. Mearns he believed it was necessary. He complimented those who had worked to make the convention and jubilee a success, and wished the attendance at the Canadian Association was just as large.

Mr. Rattey, speaking in French and English, conveyed good wishes from the Quebec Association and wished the O. R. D. A. success in their endeavors. He said the Quebec Association had decided to continue affiliation with the C. Ph. A.

Resolutions Put Through.

The Resolution's Committee brought in their report condemning the recent amendment to the Federal law with reference to the advance in the excise tax on alcohol and asking that a copy of the resolution be sent the Minister of Finance,

Minister of Inland Revenue and Customs, Sir George Foster, Acting Premier, the Provincial Druggists' Association and the C. Ph. A., asking the same consideration for druggists in this matter as is tendered large manufacturers.

Another resolution introduced by T. E. McLellan of Galt, had reference to the medical profession wanting the Ontario Government to enact legislation compelling druggists to keep a stock of liquor on hand, and the mover condemned in the strongest terms even the idea of compelling the druggists to do this.

Many speakers arose to second the resolution. They declared that such action was a positive insult to the druggists of the province. It was unjust on the part of the physicians to attempt to inflict upon the druggists legislation of that character. If the Government in its wisdom deemed it necessary that druggists should handle liquor for medicinal purposes, the pharmacist should be allowed to use his own discretion as to keeping liquor on his premises.

Replying to numerous questions as to what interpretation should be placed upon the resolution brought in by the committee, Mr. McLellan explained that if it was endorsed it did not mean that the association desired to interfere with the rights of any druggist who wished to keep liquor in stock. "If the druggists are good enough to dispense liquor prescribed for patients by doctors," asserted Mr. McLellan, "we are equally capable of dispensing tablets which the doctors prepare themselves when they do not want to carry with them liquids in bulk form. The druggists, individually and collectively, are united in their efforts to defeat legislation of the character urged by the physicians."

A third resolution suggested the appointment of a special committee to take up with the Ontario License Commissioners the whole question of the handling of liquor. With the continual changing of liquor legislation, President Hoag believed, a joint conference of the Association and the License Commissioners would be productive of good results, so far as adjusting the handling of liquor was concerned.

Concluding Matters

Letters of condolence were ordered sent the families of the late Geo. Ferrier and C. McD. Hay and the Lyman Company on the deaths of these two great men.

A vote of thanks was tendered the Quebec Association on continuing its affiliation with the C. Ph. A.

George E. Gibbard conducted the "Question Box," and in his usual style answered, off-hand, practically every query that had been submitted on the forms provided.

A pleasing feature at the close of this session was the presentation of a gold watch, suitably inscribed, to Mr. Gibbard, the presentation on behalf of the members being made by A. H. Johnson, of Collingwood, who referred to the yeoman service of Mr. Gibbard, covering a period of many years in the interests of the profession. Mr. Gibbard made a happy response.

Votes of thanks were tendered the O. C. P. Council, the Toronto members, the Convention Committees, and a special one to that committee which had looked after the visiting ladies' comfort and pleasure.

PHOTOGRAPHIC Supplies

WINDOW DISPLAYS and ADVERTISING HELP SALE OF PHOTO SUPPLIES

Ontario and Manitoba druggists make publicity work for them—Cameras are the chief items in the department.

A month ago we mentioned the fact that the Sawyer Drug Store on Danforth Avenue, Toronto, made a continuous display in one of their windows of cameras and photographic supplies.

We have been told since that that is not the only drug store doing this either in Toronto or elsewhere in Canada. There are a great many druggists who are carrying along successful photo supplies departments, and handling the line all the year round.

Geo. Marshall in his Queen and Berkeley Store makes a window display of this line from the first fine day after New Year's until the cold

weather sets in—and even then uses the line as a Christmas gift suggestion.

Latimer & Co., at 462 Queen West, is another Toronto druggist firm that makes an important department of its photographic goods, and uses its windows very extensively throughout the year to carry its story across.

Both these firms strongly push cameras. Almost all drug stores will take care of printing, developing and enlarging of prints. The two stores under review do more than that. They try to interest the amateur photographer, first by selling the camera, then the various supplies that are necessary for use by him.

Cameras of the popular styles and sizes are carried, and these are used extensively in the windows. In fact, many of the displays are made up wholly of cameras, and at all times there are several complete outfits in the trim.

The windows are the chief publicity avenues used by these stores. Two Brandon, Man., druggists, that make much of cameras and photographic goods are McCulloch's and Robertson's. As with their Toronto confreres the windows are used, particularly in the summer season. But the chief advertising used by these stores to draw attention to their photo goods and supplies is the daily newspaper. Both these firms are strong believers in printers' ink. The McCulloch store uses space daily—a five-inch space in two columns—to give publicity to some one particular line or department.

Robertson's use newspaper space pretty frequently. Whenever their ad. appears it is always enclosed in heavy black borders so as to distinguish it and make it stand out from all other ads. on the page.

Recently, the Robertson store put on a special "Kodak and Camera" sale, featuring the prices in their newspaper publicity. While the special offerings were pretty well confined to Kodaks and Brownies, the sale brought people who purchased other supplies.

A manufacturer's catalogue with Robertson's imprint was also sent out to amateur photographers and others interested in photography.

There's Many a Slip Twixt the Snap and the Finished Picture

The real fun in picture making lies in taking the picture.

Developing and printing are likely to be looked upon as irksome, disagreeable tasks.

For this reason most of the amateur photographers in this community let us develop and print their films.

We are thoroughly equipped for the work and can guarantee good pictures if the films are all right. We give prompt service.

Don't take chances. Bring your vacation films to us.

THE BRASS-MACKEREL DRUG STORE

the subject matter for dealer who does developing and printing for amateurs

RELIABLE BRITISH PHOTOGRAPHIC GOODS

"Most Excellent for Amateur's Work"

This is how a dealer describes our Extra Hard Bromide, it is one of many such testimonies received in praise of this extraordinary paper. You will find it the same.

Criterion

Bromide

Send for Trade Terms
CRITERION Plates, Paper and Film LTD.
7 Stechford, BIRMINGHAM, ENG.

DALLMEYER LENSES

The Lenses of Established Reputation

A new catalogue has been prepared which gives complete particulars and illustrations of the various sizes of Lenses which has made the name of DALLMEYER famous for over 60 years.

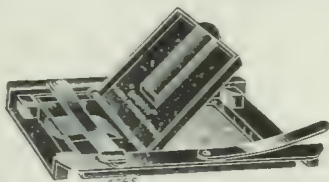
Applications for this catalogue are invited.

J. H. Dallmeyer, Limited
Church End Works, High Road
Willesden, N.W. 10 - LONDON



Houghtons Ltd.

The largest makers of photographic apparatus and materials in the British Empire and general stock house for all the leading British plate, paper and sundry makers.



The "Ensign" Metal Printing Frame

*Will not break or come apart.
Is unaffected by damp.
Cannot warp and break negatives.*

Stocks held by
HOUGHTONS, LTD., "Ensign" House
88-89 High Holborn, London, W.C. 1, England
Works: WALTHAMSTOW
Cables: Bromide Phone London.
Codes: Marconi International, A.B.C. 5th Edition.

National Drug Co.
Montreal

WATKINS EXPOSURE METERS

Special patterns
or Studio, Indoor
Kinematograph Colour Plate

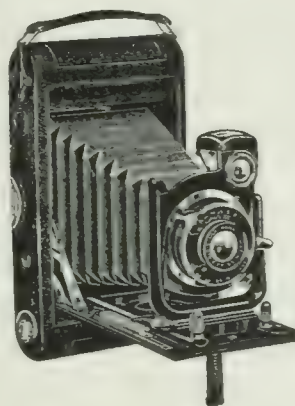
STOCKED BY STORES

WATKINS METER CO. - HEREFORD, ENGLAND

SELTONA

is recognized in every quarter of the globe as the supreme printing paper. Made in five delightful grades it offers wide scope and charming varieties for every class of photographer.

THE LETO PHOTO MATERIALS CO., LIMITED
Roman Wall House, 1 Crutched Friars, LONDON, E.C., ENGLAND



BUTCHER'S FAMOUS CAMERAS

Every photographic dealer should have our catalogue.

HAVE YOU ONE?

W. Butcher & Sons, Ltd.
Camera House, Farringdon Avenue
LONDON

THE British Journal of Photography

Published every Friday

For nearly 70 years the B. J., as its readers call it, has been read by professional and commercial photographers of all English-speaking countries. Its articles on the practical and business branches of portrait, commercial, and press photography are the weekly counsel of thousands.

The terms of subscription to Canada are \$4.80 per annum post free. Specimen copy from the publishers.

Henry Greenwood & Co., Ltd.
24 Wellington Street, London, W. C. 2, England

Illingworth's

PHOTOGRAPHIC PAPERS

Bromide, Bromide de Luxe, Sluggs (Gaslight) Emulsion, etc. Post Cards in all grades. Thomas Illingworth & Co., Limited, London. Illingworth's are the Paper People.

AGENTS FOR CANADA
National Drug and Chemical Company of Canada, Limited
34 St. Gabriel Street, Montreal

ONTARIO ASSOCIATION'S NEW OFFICERS.

The election of officers for the incoming year resulted as follows: Honorary presidents, A. J. Johnston, Sarnia, and A. H. Johnson, Collingwood; immediate past president, F. J. Hoag, Kingston; president, P. T. McGibbon, Sarnia; vice-presidents, V. W. Meek, Toronto, and C. Rora-beck, North Bay; secretary-treasurer, F. A. Jacobs, Toronto; auditors, Wm. Wright and A. R. Payne, Toronto; district representatives, M. R. McFarlane, Almonte; J. S. Shurie, Wellington; H. W. Mitchell, Port Hope; T. H. Hartley and C. B. Playter, Toronto; W. H. Crossland, Barrie; J. M. MacKenzie, Milton; E. N. Porter, St. Catharines; H. S. Tapscott, Brantford; C. B. Smith, Sault Ste. Marie; A. E. Rea, Woodstock; W. Par-rish, Palmerston, and W. W. Turner, Chatham.

WESTERN STORE FIXTURE MANUFACTURERS ENLARGING.

THOMAS Lewis Arnett, of Souris, Man., whose store fixtures manufacturing business was established there fifteen years ago, has now opened show rooms and sales offices at 222 Bannatyne Avenue, Winnipeg. This side of the business is under the charge of Mr. Leslie Arnett, who got several years' experience in Minnesota and other parts of the U.S.A., handling fountains and store fixtures for American manufacturers. The Winnipeg depot carries a complete line of store and office furniture and fixings. Mr. Arnett undertakes to start in with the bare walls of a building and fit it out for any business or office purpose conceivable, leaving it ready to put in the goods and begin operations. He submits plans or prints for fixtures at any price desired, and is open to give quotations and suggestions for fitting the most palatial bank or humblest retail store. What is not manufactured at the Souris factory will be obtained from the best Canadian or American firms doing the line.

Soda fountains and fittings for drug stores are one of the things on which Mr. Arnett specializes. The very fine eight-service-hands' fountain recently introduced in Liggett's new store at Portage Avenue and Donald Street, Winnipeg, was put there by Arnett. It is perhaps the finest of its kind used in the Western Provinces, and is giving the users great satisfaction.

The Arnett "Silent Salesman," designed for any retail business, is a type of showcase that lends attractiveness to every store to which it is introduced.

THE CRITERION CO.'S PRODUCTS

Throughout the British Isles and the Continent the Criterion Co. are famous for their brand of Bromide Paper known as "Nonstress."

There is nothing so annoying and vexatious as the trouble caused by black lines—often termed stress marks—found on the glossy and smooth varieties of Bromide paper. This admitted trouble has been completely eliminated in the Criterion product.

During the war the Publicity and Aero Departments proved its worth as a reliable medium for reproduc-

tion. There are three grades of density. Ordinary, hard, and extra hard, by which failure to secure a satisfactory print becomes well nigh an impossibility.

For workers in the pictorial field the Criterion Co. provide a wide range in Bromide papers. Rough cream card; smooth cream canvas; smooth white; rough white and rough canvas, and silky for those who like the carbon surface papers. Each grade is produced in ordinary, hard and extra hard.

For Bromoil workers the smooth and rough mat white is especially recommended, being strong in the properties required for this interesting and artistic process.

The Criterion Co. are ever willing to answer queries from clients interested in special processes connected with the photographic art.

O. C. P. COUNCIL MEET.

At the O. C. P. council meeting held during the week of June 6, T. P. Hartley was appointed to fill the vacancy caused by the death of Geo. E. Ferrier. All the other members were present, and Pres. C. T. Adams was in the chair.

The Golden Jubilee celebration was taken up and \$2,000 was apportioned to the special committee having the matter in hand.

Reports of committees on "Education and Research" and "By-laws and Legislation" were read and adopted. Henry Watters presented the report of examinations, which was received, and Registrar Graham read the statement of the finances of the College, the John Roberts' Scholarship Fund, auditor's report, and report of the Dean, all of which were referred to committees to report on.

An amendment to the by-laws of the College calls for a payment of \$4 on the first of May each year from every person registered as a pharmaceutical chemist and carrying on business, and the same fee to be payable by managers of incorporated companies carrying on business with an additional fee of \$1 for every additional business carried on by individuals or incorporated companies. When the payment of fee is made before May 1, the Registrar is to accept \$3 instead of the \$4 fee.

A letter was read from the Dominion Department of Health stating that druggists selling without authority preparations containing morphine, of which "papine" in particular was mentioned, would be prosecuted under the Narcotic Drug Act.

A resolution was passed and sent to the Ottawa Government and the C. Ph. A. deprecating the discrimination placed on the retail druggist in favor of the large manufacturer in the securing of alcohol.

PREPARING FOR C.Ph.A. CONVENTION.

Preparations are well under way to make the annual meeting of the Canadian Pharmaceutical Association, which this year will be held at St. John, N.B., from August 16th to 19th, the greatest meeting in its history.

Current Prices on Drugs and Chemicals

The prices presented here represent average Toronto prices for the usual quantities purchased by retail dealers. Owing to the unsettled conditions these quotations are liable to change.

Acetanilid, lb.	\$1.60	Aluminium, Acetotartrate, oz.	\$0.25	Ashes, pearl, lb.	\$.60	Boroglycerine, oz.	\$0.15
Acetone, pure, lb. . . . .	.95	Bromide, oz. . . . .	.50	Pot., lb. . . . .	.35	Bromine, oz. . . . .	.20
Acid, Acetic, B.P., lb. . . . .	.22	Chloride, pure, oz. . . . .	.15	Asphaltum, lb. . . . .	.13	C.P., oz. . . . .	.60
Acetic, 99 1/2 p.c., lb. . . . .	.65	Metal, oz. . . . .	.25	Atropia, pure, 15 gr. bots., each	2.00	Chloride, oz. . . . .	.50
Arsenious (Arsenic), lb. . . . .	.20	Nitrate, pure, oz. . . . .	.15	Sulphate, 1/2-oz. bots., per oz.	17.00	Bromipin, 1/4 lb., lb.	4.30
Arsenious (pure), oz. . . . .	.10	Sulphate, pure, oz. . . . .	.15	Balsam, Canada, lb.	2.40	Tablets, box of 25 each . . . . .	.65
Arsenious (red lump), oz. . . . .	.05	Alumol, oz. . . . .	.75	Copaiba, Amer., lb. . . . .	.9	Bromoform, oz. . . . .	.40
Benzoic, from Gum, oz.	1.10	Alypin, 15 gr. bot., each . . . . .	.25	Copaiba, English, lb. . . . .	.25	Bromural, oz.	3.15
Benzoic, from Toluol, oz. . . . .	.20	Amidol, oz.	1.00	Peru, oz. . . . .	.25	B roomtops, lb. . . . .	.50
Boracic Crystals, lb. . . . .	.26	Ammonal, oz.	1.65	Toiu, oz. . . . .	.25	Cadmium, oz. . . . .	.50
Boracic, pulv., lb. . . . .	.26	Ammonal, tablets, oz.	1.65	Bark, Ash, prickly, lb. . . . .	.25	Bromide, oz. . . . .	.25
Butyric, oz. . . . .	.50	Ammonium Acetate, oz. . . . .	.15	Bark, Angustura, lb.	1.10	Chloride, oz. . . . .	.30
Cacodylic, 5 gr. bot. ea. . . . .	.30	Benzoate, oz. . . . .	.35	Bayberry, lb. . . . .	.90	Iodide, oz. . . . .	.55
Camphoric, oz. . . . .	.90	Bichromate, oz. . . . .	.20	Canella, lb. . . . .	.25	Nitrate, oz. . . . .	.25
Carbolic, 1 lb. bots. . . . .	.60	Borate, oz. . . . .	.20	Cascara, lb. . . . .	.40	Sulphate, oz. . . . .	.30
Carbolic, 5 lb. tins, lb. . . . .	.55	Bicarbonate, oz. . . . .	.15	Cascarilla, lb. . . . .	.75	Sulphide, oz. . . . .	.50
Carbolic, 10 lb. tins, lb. . . . .	.52	Bromide, lb. . . . .	.85	Cherry, black, lb. . . . .	.30	Caffeine, oz. . . . .	.90
Carbolic, crude, Com'l., gal. . . . .	.85	Carbonate, lb. . . . .	.22	Cotton Root, lb. . . . .	.30	Benzoate, oz.	2.10
Chemic, pure Cryst. oz. . . . .	.25	Carbonate C.P., Howard's, lb.	1.00	Condurango, lb. . . . .	.60	Citrate, oz. . . . .	.65
Crisoaphanic, oz. . . . .	.50	Carbonate C.P., Merck's, lb. . . . .	.60	Elm, lb.	1.50	Hydrobromate, oz.	1.20
Cinnamic, oz. . . . .	.80	Carbonate, powd., lb. . . . .	.23	Hemlock, lb. . . . .	.15	Hydrochloride, oz.	1.35
Citric, lb.	1.10	Fluoride, oz. . . . .	.50	Mezereon, lb. . . . .	.50	Salicylate, oz.	1.00
Cresylic, oz. . . . .	.40	Glycerophosphate, oz. . . . .	.50	Peruvian, Red, lb.	1.50	and Soda Benzoate, oz. . . . .	.80
Fluoric, 1 lb. bots., each	1.50	Hypophosphite, oz. . . . .	.30	Peruvian, Yellow, lb.	1.50	Calamine, prepared, lb. . . . .	.15
Fluoric, 1/2 lb. bots., each . . . . .	.88	Iodide, oz. . . . .	.60	Pomegranate, lb. . . . .	.55	Calcium, metal, oz.	5.25
Fluoric, 1/4 lb. bots., each . . . . .	.56	Liquor, fort., lb. . . . .	.18	Poplar, lb. . . . .	.30	Acetate, oz. . . . .	.15
Fluoric, oz. . . . .	.40	Molybdate, oz. . . . .	.60	Sassafras, lb. . . . .	.75	Bromide, oz. . . . .	.25
Gallic, oz. . . . .	.25	Muriate, lump, lb. . . . .	.30	Soap, lb. . . . .	.40	Carbide, lb. . . . .	.20
Glycerine, phosphoric, oz. . . . .	.65	Gran. . . . .	.20	Tamarac, lb. . . . .	.35	Carbonate, pure . . . . .	.50
Hydriodic, oz. . . . .	.45	Nitrate, com'l, lb. . . . .	.45	Wahoo, lb. . . . .	.65	Carbonate, Precip., lb. . . . .	.10
Hydrobromic, lb. . . . .	.55	Nitrate, C.P., oz. . . . .	.15	Witch Hazel . . . . .	.15	Chloride, com'l, lb. . . . .	.08
Hydro-Silico, Fluoric, oz. . . . .	.10	Oxalate, oz. . . . .	.20	White Pine, lb. . . . .	.18	Chloride, pure, lb.	1.00
Hypophosphorus, 10 p.c., oz. . . . .	.15	Persulphate, oz. . . . .	.25	Barium, Acetate, oz. . . . .	.30	Glycerophosphate, oz. . . . .	.30
Lactic, concentrated, oz. . . . .	.15	Phosphate, pure, oz. . . . .	.15	Bromide, oz. . . . .	.40	Hypophos. oz. . . . .	.15
Mallic, oz.	1.20	Salicylate, oz. . . . .	.30	Carbonate, pure, lb. . . . .	.60	Hyposulphite, oz. . . . .	.15
Meconic, oz.	4.25	Succinate, oz. . . . .	.70	Chlorate, oz. . . . .	.20	Iodide, oz. . . . .	.65
Molybdic, pure, oz. . . . .	.40	Sulphate, com'l, lb. . . . .	.15	Chloride, com'l, lb. . . . .	.25	Lactate, oz. . . . .	.25
Monochlor, acetic, oz. . . . .	.45	Sulphate, pure, oz. . . . .	.10	Chloride, pure, lb. . . . .	.70	Lactophosphate, oz. . . . .	.35
Muriatic, com'l, lb. . . . .	.08	Sulphide, pure, cryst., oz. . . . .	.90	Metal, 2 c.c. tubes, each	7.00	Nitrate, oz. . . . .	.25
Muriatic, C.P., lb. . . . .	.47	Sulphite, oz. . . . .	.30	Nitrate, oz. . . . .	.50	Oxalate, pure, oz. . . . .	.15
Nitric, com'l, lb. . . . .	.18	Sulphocyanide, oz. . . . .	.25	Oxide, Hydrate, com'l, oz. . . . .	.10	Peroxide, oz. . . . .	.30
Oleic, pure, oz. . . . .	.45	Tartrate, neutral, oz. . . . .	.20	Peroxide, Anhydrous, pure, oz. . . . .	.10	Phos. Percip., lb. . . . .	.25
Osmic, 1 gramme tu., ea.	5.10	Valerianate, oz. . . . .	.75	Peroxide, com'l, lb.	1.00	Phosphide, oz. . . . .	.90
Oxalic, lb. . . . .	.50	Amyl, Acetate, Oxide, oz. . . . .	.15	Phosphate, oz. . . . .	.20	Saccharate, oz. . . . .	.20
Oxalic, pulv., lb. . . . .	.55	Butyrate, oz. . . . .	.35	Sulph., Precip., oz. . . . .	.10	Salicylate, oz. . . . .	.45
Perchloric, oz. . . . .	.25	Formate, oz. . . . .	.25	Sulphide, pure, oz. . . . .	.15	Sulphate, Precip., lb. . . . .	.70
Phosphoric, concent, 1500 lb. . . . .	.75	Nitrate, oz. . . . .	.70	Beans, Calabar, oz. . . . .	.15	Sulphide, oz. . . . .	.10
Phosphoric, dil., lb. . . . .	.30	Nitrite, oz. . . . .	.50	Tonquin, oz. . . . .	.25	Sulphite, oz. . . . .	.15
Phosphoric, glacial, oz. . . . .	.25	Nitric, oz. . . . .	.70	Vanilla, Mexican, oz. . . . .	.60	Sulphocarb., oz. . . . .	.20
Phosphoric, syrupy, 1750, lb. . . . .	.80	Anaesthesin, 25 grm. pgks., each	3.85	Vanille Bourbon, oz. . . . .	.40	Camphor, in bulk	1.80
Proligenous, lb. . . . .	.15	Amylene, Hydrate, oz.	1.35	Berberine, Muriate, oz.	4.00	oz. blocks, lb.	1.85
Prussic, g.s., bots., doz.	3.00	Anethol, oz. . . . .	.65	Berberine, Sulph., oz.	4.00	1/2 oz. blocks, lb.	1.90
Pyrogalic, Marc's, oz. . . . .	.45	Aniline, pure, oz. . . . .	.15	Benzole, lb. . . . .	.20	Powdered, lb.	1.95
Salicylic, lb. . . . .	.65	Anisol, oz. . . . .	.50	Benzoinal, lb.	2.45	Monobromide, oz. . . . .	.30
Salicylic, natural, oz.	1.00	Antikamnia, oz.	2.00	Benzolal, lb.	1.80	Cannabine Tannate, 15-gr. tubes, each . . . . .	.60
Succinic, oz.	2.00	Vest pocket, box, doz.	3.35	Benzyl, Chloride, com., oz. . . . .	.50	Cantharides, whole, Chinese lb.	2.90
Sulphanilic, oz. . . . .	.50	Antimony, metal, oz. . . . .	.10	Berries, Buckthorn, lb.	1.00	lb.	3.20
Sulph., Aromat, lb.	1.25	Coculus, Indicus, lb. . . . .	.75	Coculus, lb. . . . .	.75	Whole, Russian, lb.	6.50
Sulphocarboic, oz. . . . .	.35	Cubebs, lb.	3.50	French, lb. . . . .	.20	Powdered, Russian, lb.	6.50
Sulph., com'l, lb. . . . .	.08	Juniper, lb. . . . .	.20	Laurel, lb. . . . .	.20	Canthardin, 5 gr. tube, each	2.25
Sulph., C.P., lb. . . . .	.47	Prickly Ash, lb. . . . .	.30	Poke, lb. . . . .	.65	Carbon, Bisulph, lb. . . . .	.25
Sulphurous, lb. . . . .	.20	Saw Palmetto, lb. . . . .	.40	Betel, oz. . . . .	.70	Tetrachloride, lb. . . . .	.35
Stearic, lb. . . . .	.60	Bismuth, Ammon., Citrate, oz. . . . .	.75	Benzate, oz. . . . .	.85	Castoreum, oz. . . . .	.65
Tannic, lb.	2.25	Benzonaphthol, oz. . . . .	.25	Carb., lb. . . . .	.40	Celloidin, oz.	1.50
Tartaric, crys., lb. . . . .	.60	Citrate, oz. . . . .	.40	Citrate, oz. . . . .	.40	Cerium, nitrate, oz. . . . .	.35
Tartaric, pulv., lb. . . . .	.60	Iodide, oz. . . . .	.65	Liquor, lb. . . . .	.80	Oxalate, oz. . . . .	.20
Trichloroacetic, oz. . . . .	.45	Liquor, lb. . . . .	.80	Metal, oz. . . . .	.35	Chalk, French, lump, lb. . . . .	.40
Uric, oz.	1.50	Nitrate, Crystals, oz. . . . .	.30	Subgallate, oz. . . . .	.30	French, powd., lb. . . . .	.05
Valerianic, oz.	1.70	Oxide, oz. . . . .	.50	Subiodide, oz. . . . .	.60	Chirette, lb. . . . .	.85
Aconitine, pure amorph, gr. . . . .	.20	Oxychloride, oz. . . . .	.35	Subnitrate, lb.	3.50	Chloralamid, oz. . . . .	.85
Adeps Lanae, hydrous, lb. . . . .	.45	Oxychloride, oz. . . . .	.40	Tribromphenol, (Nereform), . . . . .	.75	Chloral Hydrate, lb.	1.75
Airol, oz. . . . .	.75	Phosphate, oz. . . . .	.45	Valerianate, oz. . . . .	.45	Chloroform D. & F. blue label, lb.	2.10
Albumen, from egg, oz. . . . .	.35	Salicylate, oz. . . . .	.35	Bol., Armenia, lb. . . . .	.25	D. & F. pure lb.	3.60
Albumen, from blood, oz. . . . .	.10	Subgallate, oz. . . . .	.30	Borax, C.P. Cryst., lb. . . . .	.30	D. & F. Methyl, lb.	2.10
Alcohol, gallon	21.50	Subiodide, oz. . . . .	.60	C.P., pulv., lb. . . . .	.30	Commercial, lb. . . . .	.90
Absolute, lb.	3.75	Subnitrate, lb.	3.50	Cryst., lb. . . . .	.18	Lyman's, lb.	1.30
Amylic, C.P., lb.	3.00	Valerianate, oz. . . . .	.45	Pulv., lb. . . . .	.18	Chlorophyl, for spirits, oz.	1.20
Columbian, spt., gal.	3.50	Bol., Armenia, lb. . . . .	.25	Glass, lb. . . . .	.40	for oils, oz. . . . .	.65
Methylated, gal.	1.60	Borax, C.P. Cryst., lb. . . . .	.30			Chlorophyl, for water, oz. . . . .	.75
Wood, gal.	1.60	C.P., pulv., lb. . . . .	.30			Chromium, Acetate, oz. . . . .	.25
Aldehyde, oz. . . . .	.10	Cryst., lb. . . . .	.18			Carbonate, oz. . . . .	.50
Alkannin, oz.	1.50	Pulv., lb. . . . .	.18			Chloride, soluble, oz. . . . .	.60
Almonds, bitter, lb. . . . .	.90					Chloride, Solution, oz. . . . .	.20
Almond Meat, lb. . . . .	.80					Nitrate, oz. . . . .	.30
Aloin, oz. . . . .	.25					Oxide, oz. . . . .	.20
Alum. lb. . . . .	.09					Powdered, oz. . . . .	.30
Chrome, lb. . . . .	.50					Sulphate, oz. . . . .	.20
Pulv., lb. . . . .	.10					Cinchonine, Muriate, oz.	1.50
Aluminium, coarse powder, oz. . . . .	.30					Pure Cryst. oz. . . . .	.95
Acetate, oz. . . . .	.20					Salicylate, oz. . . . .	.60
						Sulphate, oz.	1.10
						Cinchonidia, Salp., oz.	2.00
						Cinchonidine, pure, Cryst.,	1.20
						Hydrochlor. oz.	2.00

THE RETAIL DRUGGIST OF CANADA

Ascorbic Acid, 10 gr. tube, each	1.00	Sodium Salicylate, 5 gr. tube, each	1.00	Gum Shellac, orange, lb.	1.50	Iron, Oxide, Com'l., lb.	0.20
Ascorbic Acid, 20 gr. tube, each	2.00	Sulphate, 5 gr. tube, each	1.00	Shellac, bleached, lb.	2.25	Black, oz.	.15
Ascorbic Acid, 30 gr. tube, each	3.00	Ether, Sulph., lb.	.65	Shellac, Powd., lb.	1.85	Brown, pure, lb.	.40
Ascorbic Acid, 40 gr. tube, each	4.00	Sulph., Squibbs, ¼ lbs., lb.	2.00	Storax, oz.	.25	Red, Saccharated, lb.	.60
Ascorbic Acid, 50 gr. tube, each	5.00	Ether, Valerianate, oz.	1.00	Spruce, lb.	2.50	Peptonized, oz.	.40
Ascorbic Acid, 60 gr. tube, each	6.00	Ethyl, Bromide, oz.	.50	Substitute Yellow Dextrine, lb.	.10	Perchloride, oz.	.40
Ascorbic Acid, 70 gr. tube, each	7.00	Butyrate, 2	.40	White, lb.	.10	Phosphate, Scale, oz.	.15
Ascorbic Acid, 80 gr. tube, each	8.00	Formate, oz.	.30	Tamarac, lb.	1.50	Pyrites, lb.	.30
Ascorbic Acid, 90 gr. tube, each	9.00	Iodide, oz.	.65	Thaps. (Tuppothine), lb.	.50	Iron Pyrophos., oz.	.20
Ascorbic Acid, 100 gr. tube, each	10.00	Eucaine, B., ½ oz., each	.70	Tragacanth, pulv., lb.	4.50	Salicylate, oz.	.20
Ascorbic Acid, 110 gr. tube, each	11.00	Eucalyptol, oz.	.20	Tragacanth, extra select, lb.	6.50	Sesquichloride, oz.	.10
Ascorbic Acid, 120 gr. tube, each	12.00	Euphorphen, oz.	2.10	Tragacanth, 2nd select, lb.	3.75	Silicate, oz.	.20
Ascorbic Acid, 130 gr. tube, each	13.00	Exalgine, 25 grs., each	1.50	Tragacanth, Sorts, lb.	3.00	Succinate, oz.	.50
Ascorbic Acid, 140 gr. tube, each	14.00	Examin. Tablets, 12 grammes each (boxes of 10 tablets) box	.50	Gun Cotton, oz.	.40	Sulph., Exsic, lb.	.12
Ascorbic Acid, 150 gr. tube, each	15.00	Ferratin, oz.	1.00	Haemoglobin, oz.	.85	pure, lb.	.35
Ascorbic Acid, 160 gr. tube, each	16.00	Ferropyrine, oz.	1.40	Hedonal, oz.	1.35	Sulphocarb., oz.	.30
Ascorbic Acid, 170 gr. tube, each	17.00	Fibroslyn, tube, each	.55	Heliotropin, oz.	.50	Sulphocyanide, oz.	.50
Ascorbic Acid, 180 gr. tube, each	18.00	Flowers, Arnica, lb.	.70	Holocaine Hydrochlor, 1 gramme bots., each	1.00	Tart and Potash, oz.	.30
Ascorbic Acid, 190 gr. tube, each	19.00	Chamomile, German, lb.	.60	Homatrophine, pure, 1 gr. tube, each	.25	Valerianate, oz.	.70
Ascorbic Acid, 200 gr. tube, each	20.00	Chamomile, Roman, lb.	.40	Hydrobromate, 1 gr. tube, each	.50	Wire, fine, lb.	.50
Ascorbic Acid, 210 gr. tube, each	21.00	Calendula, lb.	3.50	Honey, lb.	.40	Sulphide, lumps, lb.	.15
Ascorbic Acid, 220 gr. tube, each	22.00	Flowers, Elder, lb.	.35	Hops, in packages, lb.	.65	sticks, lb.	.30
Ascorbic Acid, 230 gr. tube, each	23.00	Lavender, lb.	.50	Hydrastin, Alkaloid, 15 gr. tubes, each	2.50	Isinglass, American Fish, oz.	.20
Ascorbic Acid, 240 gr. tube, each	24.00	Rose, oz.	.20	Hydrastin, Hydrochlor, 15 gr. bots., each	2.50	Brazil, oz.	.55
Ascorbic Acid, 250 gr. tube, each	25.00	Formaldehyde, lb.	.48	Sulphate, 15 gr. bots, ea	2.30	Russian, oz.	1.50
Ascorbic Acid, 260 gr. tube, each	26.00	Formin, oz.	.20	Hydrastinine Hydrochlor, 15 gr. tubes, each	2.75	Jalapin, oz.	.70
Ascorbic Acid, 270 gr. tube, each	27.00	Fuller's Earth, lb.	.10	Hydroquinone, oz.	.25	Juice Pawpaw, oz.	.75
Ascorbic Acid, 280 gr. tube, each	28.00	Powdered, oz.	.07	Hyoscine Hydrobrom, 1 gr. tube, each	.50	Jalap, Resin, oz.	.75
Ascorbic Acid, 290 gr. tube, each	29.00	Gall, lb.	.55	Hydrochlor, 1 gr. tube, each	1.25	Kamala, oz.	.75
Ascorbic Acid, 300 gr. tube, each	30.00	Gallobronal, oz.	.60	Pure Amorphous, 1 gr. tube	.50	Kashin, lb.	.12
Ascorbic Acid, 310 gr. tube, each	31.00	Galls, powd., lb.	.50	Hyoscyamine, amorph., Cryst., 1 grain, each	.40	Kafir, fungi, oz.	1.65
Ascorbic Acid, 320 gr. tube, each	32.00	Garlic, lb.	.40	Hydrochlor, 5 gr. tube, each	1.75	Keratin, Peptonized, oz.	3.25
Ascorbic Acid, 330 gr. tube, each	33.00	Gelatin for Hypodermic use, 100 grammes, each	1.60	Sulp., pure, 5 grains each	.60	Kesselguhr, Natural, lb.	.40
Ascorbic Acid, 340 gr. tube, each	34.00	Cox's, per doz.	2.00	Ichthalbin, oz.	.90	Kouso, oz.	.20
Ascorbic Acid, 350 gr. tube, each	35.00	Gelatine, Silver label, lb.	2.10	Ichthoform, 1 oz.	1.25	Kola Nuts, lb.	.55
Ascorbic Acid, 360 gr. tube, each	36.00	Gelseminine, C.P., 5 gr. bot. each	.70	Ichthyol Sodium, oz. (substitute), oz.	.25	Lactophenin, oz.	1.15
Ascorbic Acid, 370 gr. tube, each	37.00	Hydrobromate, 5 gr. bot. each	.70	Insect Powder, lb.	.80	Lactucarium, oz.	1.25
Ascorbic Acid, 380 gr. tube, each	38.00	Hydrochlorate, 5 gr. bot., each	.70	Iodine, Chloride, Tri., oz.	1.10	Laevulose, Diabetic, 100 gm. tin, each	.80
Ascorbic Acid, 390 gr. tube, each	39.00	Sulphate, 5 gr. bot., each	.70	Commercial, oz.	.40	Syrup, Microscopy, oz.	1.00
Ascorbic Acid, 400 gr. tube, each	40.00	Gingerine, oz.	.75	Resublimed, oz.	.45	Lard, Benzated, lb.	.65
Ascorbic Acid, 410 gr. tube, each	41.00	Glass Wool, oz.	.45	Iodochloride, oz.	.80	Lead Acetate, C.P., Cryst., lb.	.55
Ascorbic Acid, 420 gr. tube, each	42.00	Glucose, lb.	.15	Iodoform, Cryst., or powder, oz.	.60	Acetate, lb.	.30
Ascorbic Acid, 430 gr. tube, each	43.00	Pure, oz.	.20	Iodoform, Deodorized, oz.	1.00	Powdered, lb.	.35
Ascorbic Acid, 440 gr. tube, each	44.00	Glycerine, lb.	.40	Iodomuth, oz.	1.10	Arsenate, Com'l., lb.	.40
Ascorbic Acid, 450 gr. tube, each	45.00	Glycin, oz.	.55	Iodoformogen, oz.	.55	Carbonate, E.P., lb.	.90
Ascorbic Acid, 460 gr. tube, each	46.00	Glycyrrhizin, Ammon., oz.	.90	Iodol, oz.	1.75	Chloride, pure, oz.	.15
Ascorbic Acid, 470 gr. tube, each	47.00	Gold Bromide Mono, 5 gr. bot., each	.70	Iodopin, oz.	1.05	Chromate, Fused, oz.	.15
Ascorbic Acid, 480 gr. tube, each	48.00	Bromide, Tri., 5 gr. bot. each	.40	Iodophenol, oz.	2.00	Dioxide, oz.	.10
Ascorbic Acid, 490 gr. tube, each	49.00	Chloride and Sodium, 15 gr. bots., doz.	4.20	Iodothyrene, oz.	5.00	Foil, Assay, lb.	.50
Ascorbic Acid, 500 gr. tube, each	50.00	Chloride and Sodium, solu., oz.	3.00	Iodopyrine, 10 gramme bots., each	.50	Iodide, oz.	.40
Ascorbic Acid, 510 gr. tube, each	51.00	Chloride, dry, 15 gr. bots., doz	12.00	Ionone, grain	.05	Nitrate, pure, oz.	.20
Ascorbic Acid, 520 gr. tube, each	52.00	Oxide, 15 gr. bot., each	1.55	Iridin, ¼ oz., each	1.00	Com., lb.	.25
Ascorbic Acid, 530 gr. tube, each	53.00	Grains, Paradise, oz.	.12	Iron Acetate, oz.	.25	Oleate, oz.	.25
Ascorbic Acid, 540 gr. tube, each	54.00	Guaiacol, oz.	.65	Ammoniated, lb.	.70	Oxide, black, oz.	.10
Ascorbic Acid, 550 gr. tube, each	55.00	Guaiacal Carbonate, oz.	.85	Ammonia, sul., oz.	.15	Oxide, C.P., lb.	.85
Ascorbic Acid, 560 gr. tube, each	56.00	Salicylate, oz.	2.35	Ammonia, Mur., lb.	.50	Oxalate, oz.	.12
Ascorbic Acid, 570 gr. tube, each	57.00	Valerianate, oz.	.85	Arsenate, oz.	.25	Peroxide, oz.	.25
Ascorbic Acid, 580 gr. tube, each	58.00	Guaiaicum, Rasp., lb.	.20	Arseniate, oz.	.20	Sulphate, C.P., oz.	.25
Ascorbic Acid, 590 gr. tube, each	59.00	Guaiaicum Pulv., oz.	.30	Benzate, oz.	.23	Sulphide, oz.	.15
Ascorbic Acid, 600 gr. tube, each	60.00	Gum Aloes Barb., lb.	.30	Bromide, oz.	.20	Test, lb.	.40
Ascorbic Acid, 610 gr. tube, each	61.00	Aloes, barb., pulv., lb.	.35	Hydrogen, oz.	.20	Leaves, Stramanium, lb.	.75
Ascorbic Acid, 620 gr. tube, each	62.00	Aloes, Cape, lb.	.35	Cacodylate, oz.	3.00	Uva Ursi, lb.	.90
Ascorbic Acid, 630 gr. tube, each	63.00	Aloes, Cape, pulv., lb.	.40	Carb., Precip., lb.	.40	Leechin, 15 gr. bot.	.40
Ascorbic Acid, 640 gr. tube, each	64.00	Aloes, Socot, lb.	1.25	Carb., Sacch., lb.	.75	Tablets, (100 in bot), bot.	1.25
Ascorbic Acid, 650 gr. tube, each	65.00	Aloes, Socot, pulv., lb.	1.35	Chloride (Ferric), oz. (Ferrous), oz.	.15	Lenigallol, oz.	1.85
Ascorbic Acid, 660 gr. tube, each	66.00	Ammoniac, lb.	1.65	Citrate, oz.	.20	Leptandrin, oz.	.80
Ascorbic Acid, 670 gr. tube, each	67.00	Arabic, select, lb.	.60	Ammonia, lb.	2.10	Lime, Chloride, 1 lb. doz.	1.85
Ascorbic Acid, 680 gr. tube, each	68.00	Arabic, Sorts, lb.	.30	Citrate and Quinine, 4 p.c., oz.	.45	½ lb. doz.	1.25
Ascorbic Acid, 690 gr. tube, each	69.00	Arabic, Pulv., Opt., lb.	.60	" 10 p.c., oz.	.50	Liniment, Aconite, lb.	3.05
Ascorbic Acid, 700 gr. tube, each	70.00	Assafoetida, powd., lb.	3.50	" B.P., oz.	.60	Belladonna, lb.	3.50
Ascorbic Acid, 710 gr. tube, each	71.00	Assafoetida, lb.	2.50	" and Strych., oz. (Ferrocyanide), pure, oz.	.30	Camp. Co., pure	2.00
Ascorbic Acid, 720 gr. tube, each	72.00	Arabic, Pulv., Sorts, lb.	.55	Filings, lb.	.50	Chloroform, lb.	1.75
Ascorbic Acid, 730 gr. tube, each	73.00	Benzoin, lb.	.60	Glycerophosphate, oz.	.50	Croton, lb.	1.90
Ascorbic Acid, 740 gr. tube, each	74.00	Catechu Com'l (Japonica) lb.	.27	Iodide, oz.	.35	Iodine, lb.	2.50
Ascorbic Acid, 750 gr. tube, each	75.00	Catechu Cubes, lb.	.40	Hypophos., oz.	.30	Opil, lb.	2.35
Ascorbic Acid, 760 gr. tube, each	76.00	Catechu Pulv., lb.	.50	Saccharated, oz.	.80	Saponis, B.P., lb.	1.85
Ascorbic Acid, 770 gr. tube, each	77.00	Copal, lb.	.60	Lactate, oz.	.30	Sinapis, Co. lb.	2.25
Ascorbic Acid, 780 gr. tube, each	78.00	Damar, lb.	.60	Lactophosphate, oz.	.35	Terebinth., lb.	1.00
Ascorbic Acid, 790 gr. tube, each	79.00	Euphorbium, lb.	1.45	Oxalate, oz.	.25	Acet, lb.	1.30
Ascorbic Acid, 800 gr. tube, each	80.00	Euphorbium, Pulv., lb.	1.50	Ferric Scales, oz.	.20	Liquor, Amm., Ammon Acet Fort., lb.	.30
Ascorbic Acid, 810 gr. tube, each	81.00	Galbanum, oz.	.20	Oxalate and Potassium, oz.	.20	Citras, Fort., lb.	1.25
Ascorbic Acid, 820 gr. tube, each	82.00	Gamboge, lb.	3.50	" and Manganese Citrate, oz.	.35	Antim, Perchlor, lb.	.25
Ascorbic Acid, 830 gr. tube, each	83.00	Gamboge, Pulv., lb.	3.60	Peptonized, oz.	.35	Arsenica, Hydrochlor, lb.	.20
Ascorbic Acid, 840 gr. tube, each	84.00	Guaiaicum ordinary, lb.	1.60	Nitrate Crystals, oz.	.25	Arsenialis, lb.	.15
Ascorbic Acid, 850 gr. tube, each	85.00	Guaiaicum, pulv., lb.	1.75	Oxalate, oz.	.25	Bismuth, lb.	.80
Ascorbic Acid, 860 gr. tube, each	86.00	Kino, lb.	1.35	Ferric Scales, oz.	.20	Carbo Detergeno, lb.	1.00
Ascorbic Acid, 870 gr. tube, each	87.00	Kino, pulv., lb.	1.45	Oxalate and Potassium, oz.	.20	Donovani, lb.	.40
Ascorbic Acid, 880 gr. tube, each	88.00	Mastic, lb.	1.75	"		Epispasticus, oz.	.90
Ascorbic Acid, 890 gr. tube, each	89.00	Myrrh, lb.	1.25	"		Ferri Acetas, Fort., lb.	.40
Ascorbic Acid, 900 gr. tube, each	90.00	Myrrh, pulv., lb.	1.35	"		" Iodide, lb.	5.00
Ascorbic Acid, 910 gr. tube, each	91.00	Olibanum, lb.	.50	"		" Perchlor, Fort., lb.	.22
Ascorbic Acid, 920 gr. tube, each	92.00	Santalum, lb.	1.50	"		" Pernit, lb.	.20
Ascorbic Acid, 930 gr. tube, each	93.00	Sang. Draconis, lb.	2.00	"		" Persulph., lb.	.30
Ascorbic Acid, 940 gr. tube, each	94.00	Sang. Draconis, powd., lb.	2.25	"		Hydrarg., Perchlor, lb.	.30
Ascorbic Acid, 950 gr. tube, each	95.00	Scammony, lb.	5.00	"		Nit. Acid, lb.	1.00
Ascorbic Acid, 960 gr. tube, each	96.00	Seedlac, oz.	10	"		Piumbi. Acetas, lb.	.20
Ascorbic Acid, 970 gr. tube, each	97.00			"		Potassae, lb.	.25
Ascorbic Acid, 980 gr. tube, each	98.00			"		Santal Flav. Co., lb.	1.50
Ascorbic Acid, 990 gr. tube, each	99.00			"		Soda, Chlor., lb.	.18
Ascorbic Acid, 1000 gr. tube, each	1000.00			"		Soda Ethylate, oz.	.25
				"		Strychnine, lb.	.30
				"		Zinci Chlor., lb.	.40
				"		Liquorice, Paste, lb.	1.40
				"		Powd. Extract, lb.	1.75
				"		sticks, lb.	1.10
				"		Lithia Bitartrate, oz.	.80
				"		Benzoate, oz.	.80
				"		Bromide, oz.	.80
				"		Carbonate, oz.	.25

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Am. Chloride, oz.	\$0.25	Nitrate, oz.	\$0.15	Tar, lb.	\$0.20	Cyanide, mixture	\$0.50
Ammonia, oz.30	Oxide, oz.15	Wine, oz.25	Hypophosphite, oz.30
Ammonium, oz. ....	.60	Salt, lb. ....	.30	Wintergreen, oz. ....	.75	Glycerophosphate, oz. ....	.30
Nitrate, oz. ....	.25	Sheet, oz. ....	.15	Artificial, oz. ....	.15	Hyposulphate, oz. ....	.50
Sulphate, oz. ....	.45	Sulphate, oz. ....	.10	Wormseed, oz. ....	.75	Hypophosphite, oz. ....	.15
Tartrate, oz. ....	.35	Nosophen, oz.	2.50	Wormwood, oz.	2.50	Iodate, oz.	1.20
Litmus, Granular, lb.	2.00	Nux Vomica, powd., lb. ....	.45	Oil Cake, ground, lb. ....	.08	Iodide, lb.	4.60
Cubes, lb.	2.85	Nylanders, Reagent, lb.	1.00	Ointments, Balladonna, oz. ....	.40	Metabisulphate, oz. ....	.15
Isosphen, oz.	2.25	Oil Amber, crude, lb.	1.25	Blue, lb.	1.30	Nitrate, lb. ....	.25
Luminal, oz.	9.60	Rectified, lb.	1.25	Boric Acid, lb. ....	.45	C. P., lb.	1.00
Lupulin, lb. ....	.65	Amygdal, Amara, pure, oz.	1.50	Calamine, lb. ....	.75	Oxalate, Neutral, lb.	1.80
Lycopodium, lb.	8.00	Persic, oz.	1.25	Canthar, lb.	1.10	Perchlorate, oz. ....	.30
Lycetol, oz.	3.75	Aniline, oz. ....	.15	Carbolic, lb. ....	.50	Permanganate, lb. ....	.90
Magnesium, Ammonia, Phos-		Anise, oz. ....	.25	Gallae, lb.	1.10	Phosphate, C.P., oz. ....	.30
phate, oz. ....	.20	Pule, lb. ....	.70	Co., lb.	2.00	Prussiate, Red, Cryst., lb.	1.85
Borocitrate, oz. ....	.25	Banana, lb. ....	.70	Hyd. Ammon, Chlor., lb.	1.15	Red. Pulv., lb.	1.90
Bromide, oz. ....	.45	Bays Green, oz. ....	.10	Biniodide, lb.	1.75	Salicylate, oz. ....	.30
Carb. (anous), lb. ....	.40	Bay Rum, oz. ....	.65	Compd., lb.	1.75	Silicate, oz. ....	.40
" (ponderous), lb. ....	.60	Bergamot, oz. ....	.65	Nitrate, lb.	1.00	Silicofluoride, oz. ....	.15
" (Powdered), lb. ....	.25	Cade, oz. ....	.20	Oxide, Flav., lb. ....	.90	And Soda Tart., C.P.	
" (Calced), lb. ....	.85	Cajeput, oz. ....	.15	Oxide, Rub., lb.	1.50	Cryst., lb.	1.40
Chloride, oz. ....	.20	Camphor, lb. ....	.60	Iodine, lb.	1.10	Sulphate, Cryst., lb.	1.00
Citrate, soluble, lb.	1.25	Capsicum, oz.	1.15	Compd., lb. ....	.95	Pulv., lb.	1.00
Glycerophosphate, oz. ....	.40	Caraway, oz. ....	.65	Iodoform, lb.	2.00	C.P., Cryst., oz. ....	.20
Hypophosphite, oz. ....	.30	Cassia, oz. ....	.25	Picis, lb. ....	.50	C.P., powd., oz. ....	.20
Magnesium Metal, powd., oz. ....	.40	Castor, English, 1st, lb. ....	.40	Plumbi, Acetate, lb. ....	.65	Sulphite, oz. ....	.25
Nitrate, lb. ....	.15	2nds, lb. ....	.43	Plumbi, Iodi, lb.	1.75	Sulphocarb., oz. ....	.80
Phosphate, oz. ....	.15	Pharmaceutical, lb. ....	.45	Resin, lb. ....	.75	Sulphocyanate, oz. ....	.85
Rubicon, oz.	1.00	Cedar, pure, lb.	2.75	Simple, lb. ....	.65	Sulphuret, lb. ....	.90
Salicylate, oz. ....	.20	Cedar, Com'l., lb.	1.90	Sulphur, lb. ....	.60	Tartrate, lb.	2.15
Sulphate, C.P., dried, lb. ....	.45	Wood, lb., cedar	1.25	Sulphur compound, lb. ....	.30	Propylamine, oz.	1.00
" Commercial, lb. ....	.12	Cedrat, oz. ....	.90	Zinc, Oxide, lb. ....	.60	Chlor., oz.	2.80
Sulphite, oz. ....	.15	Chaulmoogra, oz. ....	.50	Oleo-Resin, Capsicum, oz. ....	.60	Protan, powd., oz. ....	.75
Wire, oz.	1.00	Chamamile, oz.	4.00	Opium, oz. ....	.90		
Mallein (5 gramme tubes),		Citronella, Com'l., lb.	1.35	" Pulv., oz.	1.00	Pulvis, Aloes Co., lb. ....	.30
each	1.00	Opt., lb.		Orange Peel ....	.35	Amygdal, lb.	1.00
Maltose, oz.	1.05	Cinnamon, True, oz.	2.50	Ground ....	.38	Antimon Co., lb. ....	.60
Manganese, Borate, oz. ....	.85	Cloves, oz. ....	.25	Pancratine, Pure, Active,		Aromatic or Cinnamon Co.,	
Carbonate, oz. ....	.20	Cocunut, lb.		oz. ....	.35	lb.	1.00
Chloride, oz. ....	.20	Cod Liver, N.F., gal.	2.90	Papaine, Merck's, oz.	1.00	Pulvis, Creta, Aromat, lb.	1.50
Glycerophos., oz. ....	.45	" Mace, Essential, oz. ....	.40	Paraformaldehyde, oz. ....	.20	C. Opil, lb. ....	.90
Hypophos., oz. ....	.35	Cognac, green, oz.	1.75	Pelletierine, Sulphate, 15 gr.		Ipecac Co., lb.	2.75
Iodide, lb. ....	.60	White, oz.	1.10	bot., each	2.00	Jalap Co., lb.	1.50
Metal, oz. ....	.50	Copaiba, oz. ....	.20	Tannate, 15 gr. bot., ea	1.50	Kino Co., lb.	2.40
Oxide, commercial, lb. ....	.15	Coriander, oz.	5.75	Pepsine, Boudaults, oz.	2.35	Liceries Co., lb. ....	.40
Black, pure, lb.	1.95	Cotton Seed, gal.	2.10	Scale, Pure Soluble, lb.	6.00	Opil Co., lb.	2.75
Peptonized, oz. ....	.50	Crotou, oz. ....	.25	Pure, Soluble, oz. ....	.50	Rhei Co., lb.	1.20
Phosphate, oz. ....	.20	Cube's, oz.	1.00	Peptone, meat, dry, oz. ....	.85	Scammony Co., oz. ....	.30
Sulphate, oz. ....	.15	Oil Resin, oz.	1.00	Perhydrol, 50 gramme bots,		Seidlitz, lb. ....	.55
Manna, oz. ....	.15	Cumin, oz.	1.25	each ....	.75	Tragacanth Co., lb.	1.25
Menthol, lb. ....	.50	Dill, oz.	1.00	Petrolatum, Yellow, lb. ....	.30	Thompson's Composition,	
Mercury, lb.	1.50	Erigeron, oz. ....	.90	White, lb.		lb. ....	.65
Acetate, oz. ....	.30	Eucalyptus, oz. ....	.15	Phenacetine, oz. ....	.35	Putty Powder, lb. ....	.90
Bichlor, (Corros. Sub-		Fennel, oz. ....	.45	Powd., oz. Phenalgine	1.85	Pyoktannin, blue, oz.	3.25
limat) lb.	1.65	Fusel, lb.	1.25	Tablets, oz. Phenalgine	1.85	Pyramidon, Swiss, oz.	1.50
Pulv., lb.	2.05	Hemlock, pure, lb.	2.00	Phenazone, oz.	1.85	Salicylate, oz.	1.50
Biniodide, oz. ....	.45	No. 2 lb.	1.75	Phenol, Bismuth, oz. ....	.80	Pyridin, C.P., oz. ....	.25
Bromide, oz. ....	.80	Goose, lb. ....	.75	Phenol, Chloride, oz. ....	.45	Pyrogallol, Bismuth, oz.	1.85
With (chalk), oz. ....	.10	Jasmine, oz.	4.40	Phenolphthalein, oz. ....	.25	Pyrolognine, oz.	1.20
Chloride (Calomel), lb.	2.00	Juniper, Berries, oz.	1.00	Phloroglucin, 1/2 oz., each	.80	Quassia chips, lb. ....	.15
Chl. Am. (White Precip.),		Wood, lb.	3.50	Vanillin, 1/4 oz., each	.50	Quassin, 15 gr. bot., each	1.85
oz. ....	.20	Lavender, Eng., oz.	5.50	Phosphorus, lb.	1.10	Quinine, Alkaloid, oz.	2.05
Cyanide, oz. ....	.45	Exotic, oz. ....	.20	Pentoxide, oz. ....	.60	Arsenate, oz.	2.05
Iodo Viride, oz. ....	.55	Lavender, French, oz. ....	.60	Red, oz. ....	.30	Bisulphate, oz.	1.45
Nitrate Cryst., oz. ....	.30	Garden, oz. ....	.25	Pilocarpine, Alkaloid, 5 gr.		Cacodylate, oz.	4.20
Nitric Oxide (Red		Lemon, Opt., lb.	1.50	bot., each ....	.75	Citrate, oz.	2.25
Precip., lb.	2.00	Grass, oz. ....	.45	Hydrobromate, 5 gr. bot.,		Dihydrochlorate, oz.	2.25
Oleate, 10 p.c., oz. ....	.38	Linseed, boiled, gal.	1.	each ....	.90	Ferro Cyanide, oz.	2.05
Oleate, 20 p.c., oz. ....	.38	Raw, gal.	1.	Muriate, 5 gr. bot., each	.55	Glycerophosphate, oz.	2.05
Oxide Flav., oz. ....	.30	Mace, Essential, oz. ....	.40	Nitrate, 5 gr. bot., each	.55	Hydrobromate, oz.	1.80
Oxychloride, oz. ....	.60	Mace, Expressed, oz. ....	.30	Salicylate, 5 gr. bot. each	.60	Hydrochloride, oz.	1.80
Oxyanide, oz. ....	.65	Malefern, oz.	1.05	Sulphate, 5 gr. bot., each	.60	Hypophosphite, oz.	2.05
Sulphate, oz. ....	.45	Mustard, artificial, oz. ....	.85	Pipe Clay, in squares, lb. ....	.16	Phosphate, oz.	2.25
Sulph. Flav. (Turpeth		Essential, oz.	2.35	Piperine, 1 oz., each	1.80	Sulphate, oz.	1.
Min'l), oz. ....	.40	Mybrane, lb. ....	.45	Pitch, black, lb. ....	.07	Salicylate, oz.	2.25
with Sulph. (Ethiops		Neatsfoot, gal.	2.25	Burgundy, lb. ....	.45	Tannate, oz.	1.20
Min'l), oz. ....	.25	Neroli, oz.	2.00	Platinic Chloride, 5 p.c.		Valerinite, oz.	3.50
Sulphate, bi, oz. ....	.35	Nutmeg, oz. ....	.25	sol., oz.	3.80	Rescorin, oz. ....	.35
Sulphocyanide, oz. ....	.45	Olive, pure, gal.		Platinum, Bichloride, 1/2		Resublimed, oz.	3.25
Tannate, oz. ....	.35	Orange, oz. ....	.90	os. bot., each	8.00	Rice Flour, lb. ....	.15
Mesotan, 10 gramme		Bitter, oz. ....	.80	Foil, per gr. ....	.50	Rodinal, 3 oz. bottle for	.75
Methylene, Iodide, oz.	1.25	Origanum, White, oz. ....	.20	Wire, per gr. ....	.50	Root, Aconite, lb. ....	.90
Monocresonic Salts, oz. ....	.20	Red, lb.	3.00	Plumbago, lb. ....	.12	Pulv., lb. ....	.90
Milk Sugar, lb. ....	.5	No. 2 lb. ....	.60	Podophyllin, oz.	1.45	Alkanet, lb.	2.00
Mistura, Ferri Co., bi		Palm, lb. ....	.45	Poppo heads, per doz. ....	.70	Angelica, lb. ....	.90
Glycyrrhiza Co. (U.S.P.),		Patchouli, oz.	1.00	Potassium, pure, 1/2 oz. ea.	.50	Arnica, lb.	2.00
lb. ....	.60	Pennyroyal, oz. ....	.35	Acetate, lb.	1.15	Belladonna, oz. ....	.15
Morphia, Alkaloid, oz.	10.50	Pepper, black, oz.	1.20	Arsenate, oz. ....	.20	" powd., oz. ....	.15
Acetate, oz.	6.25	Oleo Resin, oz.	2.50	Benzate, oz. ....	.70	Blood, lb. ....	.60
Bromide, oz.	20.00	Peppermint, Jap., oz. ....	.75	Bicarb., lb. ....	.50	Pulv., lb. ....	.65
Muriate, oz.	6.25	English, oz.	2.00	" Pulv., lb. ....	.50	Burdock, lb. ....	.45
Sulphate, oz.	6.50	Todds, oz.	1.50	" C.P. Cryst., lb.	1.25	Elecampane, lb. ....	.32
Tartrate, oz.	10.00	Petrolatum, Amer., gal.	3.50	Bichromate, lb. ....	.65	" pulv., lb. ....	.36
Valerianate, oz.	20.00	Pimento, oz. ....	.45	" C.P. lb. Crystal	1.60	Galangal, lb. ....	.35
Monochlorophenol, oz. ....	.60	Pinnus, pumilion, oz. ....	.65	Potassium Bisulphate, lb.	1.60	Curcuma, pulv., lb. ....	.30
Mess. Iceland, lb. ....	.60	Pinnus, Sylvestria, oz. ....	.35	Bisulphite, lb.	1.45	Dandelion, lb. ....	.50
Irish, lb. ....	.25	Poppy, oz. ....	.10	Bitart. pulv., lb. ....	.65	Dock, yellow, lb. ....	.30
Bleached, lb. ....	.60	Rangoon, pure, lb. ....	.60	Bromide, lb. ....	.65	" cut, lb. ....	.47
M. C. C. C. oz.	2.00	Rhodil, oz. ....	.35	Carbonate, lb. ....	.60	Calamus, lb. ....	.75
M. C. C. grain, grain ....	.10	Rose, No. 2, 1/4, each	3.50	Caustic, Purif. by alcohol,		Colochiel, lb.	2.10
Myrtol, oz.	1.25	Rose, Virgin, 1/4, each	4.00	lb.	2.00	Columbo, lb. ....	.55
Napthaline, E.P., Cryst., oz.	.15	Rosemary, Opt., oz. ....	.25	sticks, lb. ....	.80	Root Gentian, lb. ....	.30
" P. pulv., oz. ....	.10	Com'l. lb.	2.00	Chlorate, lb. ....	.25	" pulv., lb. ....	.35
Balls, lb. ....	.20	Santal, opt, oz.	1.00	Potassium, Chlor., Pulv., lb.	.30	Ginseng, oz. ....	.60
" ....	.20	Santal, W.I., oz. ....	.70	Pulv., C.P., lb. ....	.55	Golden Seal, whole, lb.	10.00
Napthol, Alpha, Recryst,		Sassafras, lb.	8.25	C.P., lb., Crystal ....	.55	Powd., lb.	10.50
" ....	.33	Artificial, lb.	1.35	Chloride, lb. ....	.30	Hellebore, White, Pulv.	
Beta, Recryst, Medicinal,		Savin, oz. ....	.75	Chloroplatinate, 15 gr.		lb. ....	.40
" ....	.20	Oil, Skunk, lb. ....	.50	bots., each	2.60	Ipecac, oz. ....	.45
Retn, Benzoate, oz. ....	.45	Spearmint, oz.	1.25	Chromate, Yellow, C.P.,		Jalap lb. ....	.85
Nickel, Metal, oz. ....	.20	Sperm., gal.	4.75	oz. ....	.20	Jalap, pulv., lb. ....	.90
" ....	.30	St. Johnswort, lb. ....	.75	Citrate, lb.	2.00	Leptandrin, lb. ....	.60
" ....	.15	Spruce, lb.	2.00				
" ....	.20	Tanay, oz. ....	.85				

ANALYZING THE BOSS

THE following set of questions were compiled by the sales-manager of a large pharmaceutical manufacturing establishment in the United States and were originally published in their house-organ. They were intended to enable a druggist to find out just where he stood in reference to knowing the intimate details of his business.

To gain benefits from this self-examination, it is of course necessary to be honest with your answers and take nothing for granted. A careful review of these questions may enable you to see how conditions can be improved in your store.

Each question is valued at so many points as indicated by the figure at the left. Study the questions carefully and credit yourself with what you think is right in the space at the right. The total of your credits will give your standing.

Points	Credit
6—Do you believe in business system in the store?....	
2—Are you open to suggestions?	
6—Do you take an annual inventory?	
5—Do you figure profits on selling price?	
5—Can you state definitely what your overhead expense percentage amounts to?	
5—Have your sales reached a maximum for the expense involved in selling?	
3—Do you know what lines pay best and which pay least?	
3—Do you plan advertising carefully and set aside an appropriation for it?	
3—Do you push nationally advertised goods?	
5—Do you discount your bills?	
3—Do you make special effort to sell the higher priced, more profitable articles?	
6—Do you turn stock at least four times a year? (Allow 1 for one turn; 2 for two turns; 4 for three turns; 6 for four turns.)	
2—Do you meet your customers personally?	
5—Do you buy from more sources than necessary?	
3—Do you neglect departments in the store you are not interested in?	
4—Are your windows regularly and painstakingly trimmed?	
5—Do you give prompt, courteous service?	
4—Do you and your clerks study the merchandise you sell?	
(Do you know how it is made and best talking points?)	
3—Do you make good use of advertising helps?	
3—Do you belong to a local, state or national association?	
(Allow 1 point for each.)	
6—Do you attend the meetings?	
(Allow 6 for any one association meeting regularly attended.)	
3—Do you read at least three good trade journals?	
(Allow 1 point for each.)	
2—Have you a good mailing list?	
3—Do you use it?	
5—Do your clerks like their boss?	
100	Total - - -

It is wise to make the room as dainty and good as possible, for if the toilet preparations are of sufficient quality to be in keeping with the best dressing room imaginable, then to sell them is an easy matter

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... select, lb.	\$0.40	Snuff, Copenhagen, lb.	\$1.75	Nitrate, lb.	\$0.70	Granulated, lb.	\$0.75
... lb.40	Macc, lb.	1.20	Oxalate, oz.10	" free from Arsenic,	
... lb.40	Sect, lb.	1.30	Salicylate, oz.15	or.25
... lb.45	Lorillard's, lb.	1.90	Sulphide, oz.15	Hypophosphite, oz.60
Mandrake, gr'd., lb.75	Soap, Arsenical, lb.40	Strychnine, oz.	3.25	Iodide, oz.60
Marshmallow, lb.40	Castile, pulv., lb.40	Arsenate, oz.	3.00	Lactate, oz.85
Orris, lb.50	Curd, lb.40	Arsenite, oz.	2.85	Metal, pure, oz.10
... lb.50	Cocoonut, lb.25	Glycerophosphate, oz.	3.10	Nitrate, pure, oz.25
... lb.6	Soft, lb.30	Hydrochlorate, oz.	3.25	Oleate, oz.15
... lb.50	Viride, lb.40	Hypophos, oz.	3.25	Oxide, lb.30
Pleurisy, lb.40	Whale Oil, lb.20	Nitrate, oz.	2.50	" pure, lb.40
Rhazarb, lb.	1.50	Soda, Acetate, lb.35	Sulphate, oz.	2.50	" Hubbucks, lb.	1.10
... lb.	1.75	Ammoniate, oz.12	Valerianate, 1/8 oz.80	" dry process, lb.40
" Turkey (so-called)		and Ammonia Phos. (Micro-		Stypticin, 15 gr. bot., each	.60	Permanganate, oz.70
... ..	.35	scini Salts), lb.85	Tablets, box, each65	Phosphate25
Sarsaparilla, Honduras,		Arsenate, pure, dry, oz.15	Succus, Conium, lb.	1.10	Phosphide, oz.35
lb.	1.25	Arsenite, pure, oz.20	Tarax, lb.	1.60	Salicylate, oz.80
... Mexican, lb.90	Ash, lb.07	Sulfonal, oz.	1.50	Stearate, oz.15
Serena, lb.	2.00	Benzoate, lb.20	Sulphaminol, oz.	2.00	" Comp., oz.60
Serpentaria, lb.	1.10	Biscarb., lb.09	Sulphur, Chloride, oz.15	Sulphate, pure, oz.20
Sesbua, oz.30	" Chance's, lb.10	Iodide, oz.50	" C.P., Cryst., lb.30
Spigelia, lb.	3.50	Bichromate, fused, oz.15	Precipitated, lb.40	" C.P., Gran., lb.30
Squills, white, lb.35	Biphosphate, oz.15	Opt., lb.50	" C.P., dried, lb.40
Pulv., lb.45	Bisulphate, pure, oz.15	Powdered, lb.07	Sulphide, pure, oz.15
S... ..	.30	Pure, dry, oz.10	Sublimed, lb.12	Sulphide, oz.29
Saffron, Amer., oz.15	Bitartrate, Cryst., oz.15	Extra, lb.14	Sulphocarb., oz.15
Spanish oz.	1.85	Bromide, gran., lb.65	Rol, lb.10	Valerianate, pulv., oz.70
Sal Acetate, lb.	1.50	Cocodylate, 1/2 oz., each50	Vilum, lb.20	" Cryst., oz.45
Carlsbad, artificial, lb.30	Carb., C.P., Cryst., lb.35	Tamarids, lb.21		
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Sal Nitre, cryst., lb.28	" Sticks, pure, by		Tar, Barbadoes, lb.40	Aloes and myrrh	1 15
gran., lb.25	alcohol, lb.	1.25	Stockholm, lb.60	Arnica70
Prunella, lb.65	Chlorate, oz.10	Terebene, oz.20	Asafoetida	1 20
Rochelle, lb.50	Choleate, oz.45	Terpin, Hydrate, oz.15	Belladonna leaves75
Soda, lb.04	Chloride, pure, oz.10	Terpinol, Liquid, oz.80	Benzoin	1 15
Salicine, oz.	1.60	Cinnamate, 1/2 oz., each20	Theobroma, oz.90	Benzoin, comp.	1 30
Salol, oz.15	Citrate, oz.	1.35	and Soda Salicylate, oz.55	Blood root	
Salophen, oz.	1.75	Ethylate, dry, oz.15	Thiocinn, oz.	3.40	Buchu	1 60
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Santal, Liquid, oz.	2.20	Hypophosphite, oz.20	Thiol, oz.40	Capsicum and myrrh	1 40
Capsules, 30 in box75	Hyposulphate, oz.55	Thiosinamine, oz.	3.15	Cardamom60
Saponin, 1/2 oz. bot., each.13	Hyposulphite, lb. C.P.80	Thorium, Nitrate, oz.	2.10	Cardamom, comp.60
Scopolamine, hydrochlor, 5		Iodide, oz.40	Thymol, oz.	1.00	Catechu, comp.70
gr. bots., each65	Lactate, Syr., oz.25	Thyroidine, oz.	1.35	Cimicifuga	1 15
Seeds, Angelica, lb.	1.00	Meconate, oz.	2.25	Therium, Nitrate, oz.	2.10	Cinchona, comp.95
Anise, lb.35	Metaphosphate, oz.20	Thymol, oz.	1.00	Cinnamon95
" pulv., lb.40	Nitrate, Crude, lb.15	Tin, Metal Sticks, oz.25	Colechicum root	1 00
" Star, lb.60	Nitrate, Pure Cryst., oz.10	Granulates, lb.	2.50	Colechicum seed	1 00
Burdock, lb.15	Nitro-prusside, oz.65	Powder, fine, oz.25	Columbo70
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Cardamom, Decort., lb.	2.55	Oleate, oz.15	Toluene, lb.45	Digitalis	6 85
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Cumin, lb.42	Smoctate, oz.50	Venice, lb.35	Hyoscyamus85
" pulv., lb.45	Sulphate, C.P., Cryst., lb.35	Unguentum, Crede, oz.	2.00	Iodine75
Dill, lb.40	Soda Sulphate, C.P., dried,30	Uranium, Acetate, oz.	2.00	Iodine, colorless.80
Fennel, lb.30	lb.12	Chloride, oz.60	Iodine, Churchill's.	2.00
" pulv., lb.35	" C.P., lb.25	Nitrate, oz.45	Ipecac	1.30
Fennel, lb.30	" Dried, C.P., lb.35	Urea Crystals, Pure, oz.85	Iron, citre-chloride85
" pulv., lb.35	Sulphocarb., oz.15	Nitrate, oz.65	Iron, muriate35
Fennel, lb.10	Tartrate, C.P., oz.15	Urecedin, oz.60	Jalap	1.70
" Pure ground lb.10	Sodium, Metal, oz.70	Urethane, oz.60	Kino	1.45
Foenugreek, pulv., lb.15	Solution		Vanilline, oz.	1.15	Krameria90
Hemp, lb.20	Dobell's lb.40	Veratria, pure, 1/2 oz.55	Lavender, comp.	1.05
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... lb.55	Fehlings, No. 2, oz.10	Pulverized, lb.60	Labelia85
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Rape, lb.20	Somatose, oz.60	Ceracine, lb.60	Opium, camphorated	1.20
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Silver Bromide, oz.	2.00	Starch, powd., lb.15	Tablets, (tubes of 10),50	Squill50
Chloride, oz.	1.15	Stearine, lb.60	Zinc, Acetate, pure, oz.15	Stavesacre	1.10
e, 1/2 oz., each25	Succinyl Bromide, lb.75	Benzoate, oz.50	Stramonium	1.05
Iodide, oz.	3.20	Carbonate, oz.10	Bromide, oz.40	Tolu	1.25
Silver Neuchinate, oz.85	Chloride, fused, oz.20	Carbonate, lb.85	Valerian75
"	1.10	Chloride, oz.20	" Precip., oz.15	Valerian, ammoniated75
Fused, oz.	1.30	Lactate, oz.25	Chloride, oz.20	Veratrum, Viride	1.85
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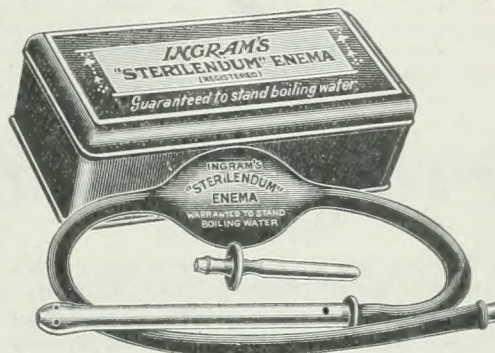
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